

FIG. 1A

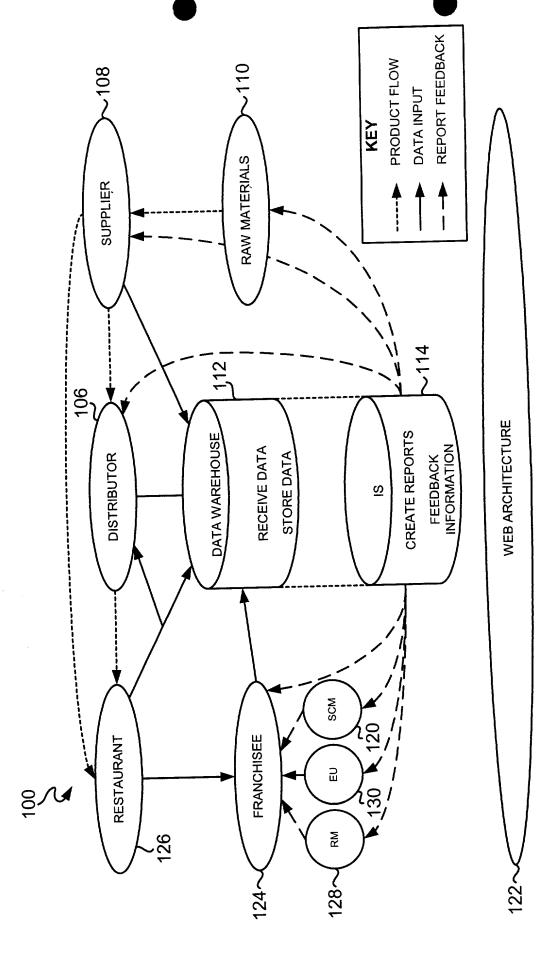


FIG. 1B

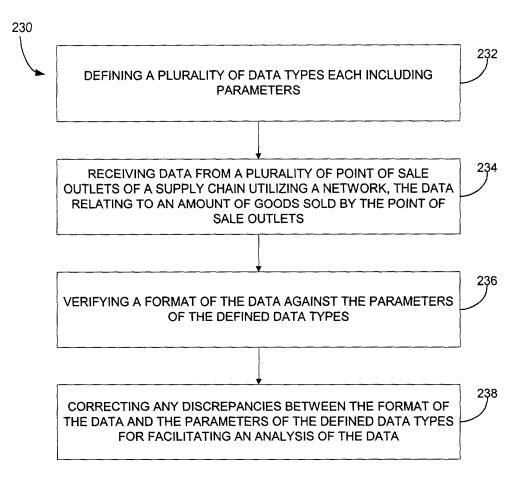


FIG. 2

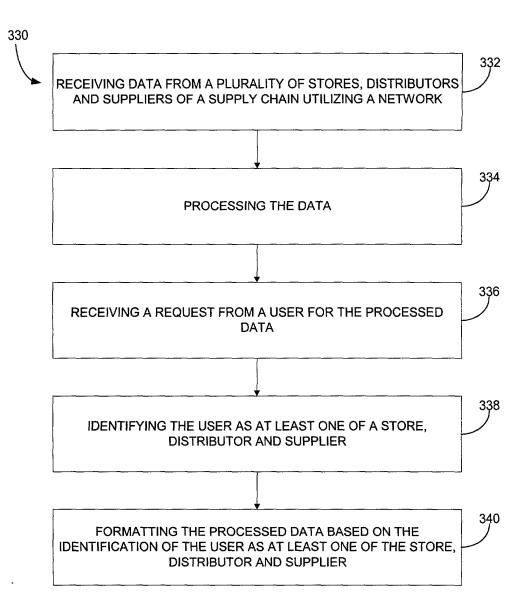


FIG. 3

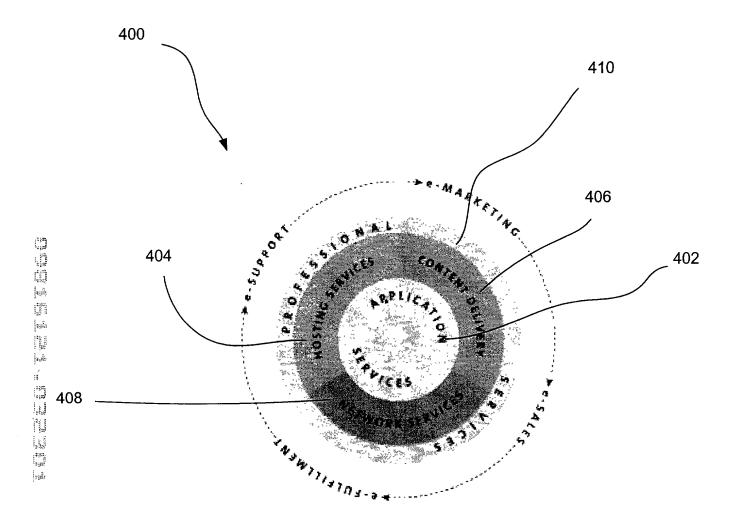


Fig. 4

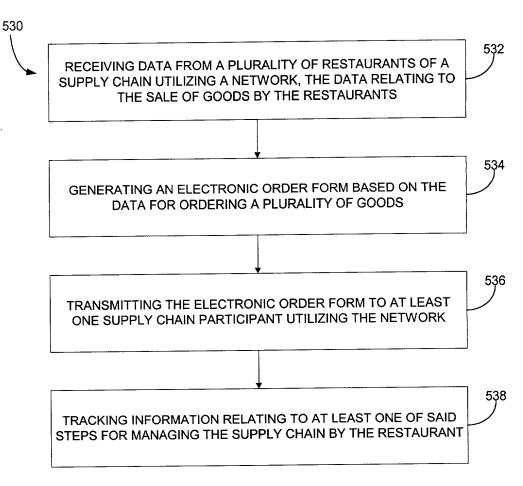


FIG. 5

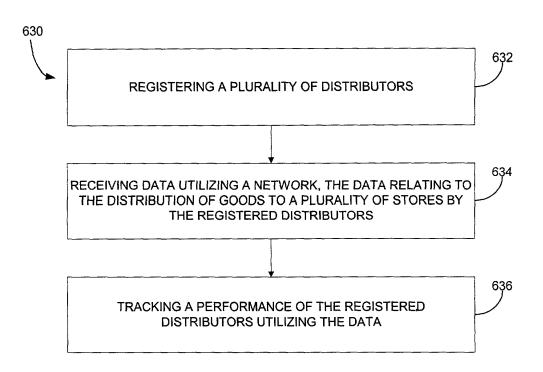


FIG. 6

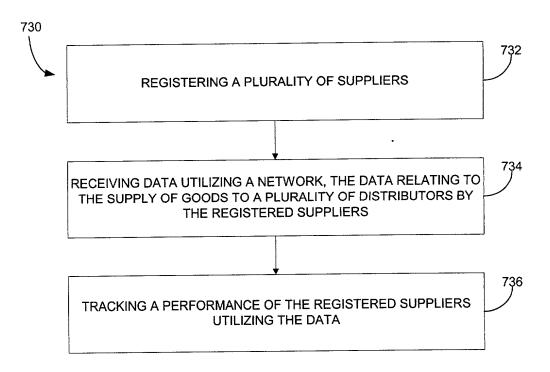


FIG. 7

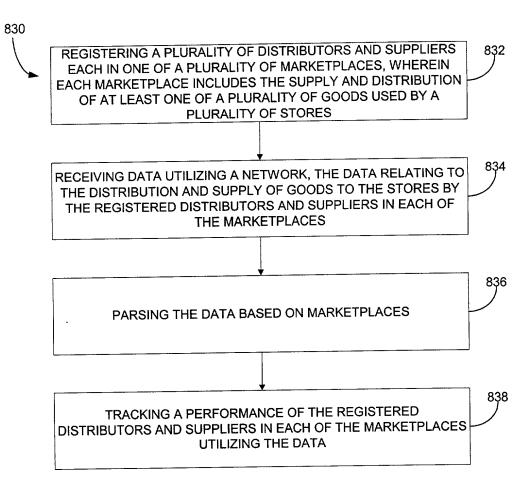


FIG. 8

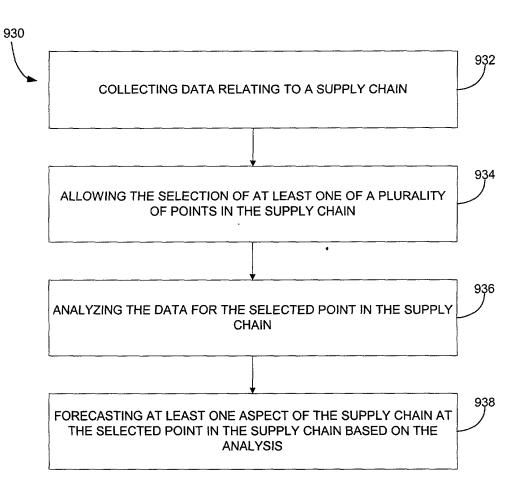


FIG. 9

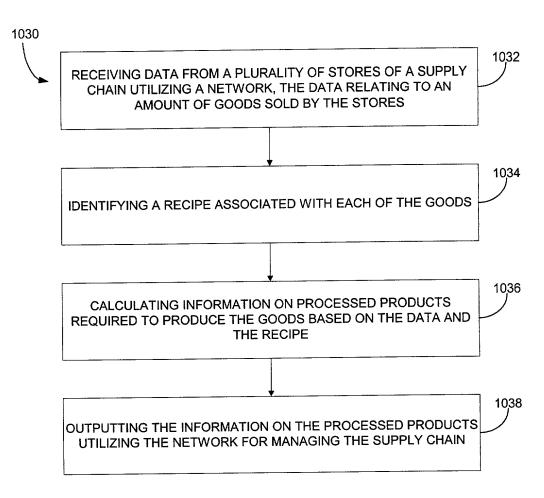


FIG. 10

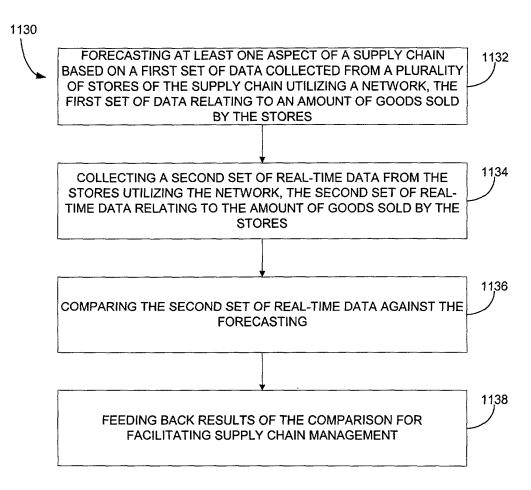
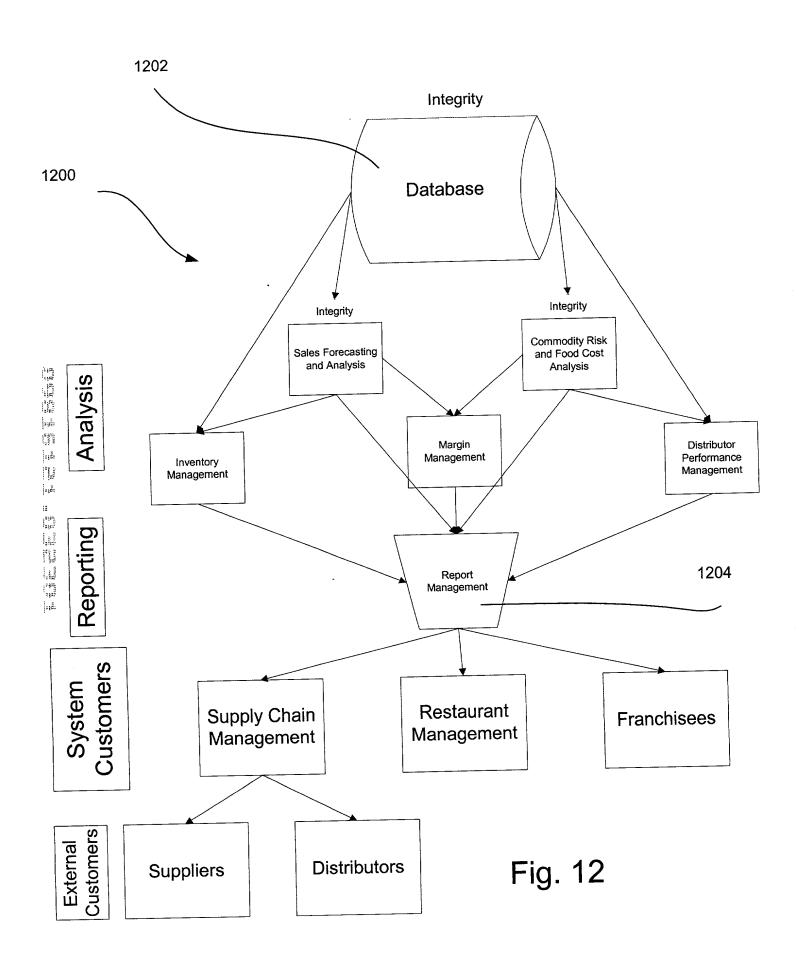


FIG. 11



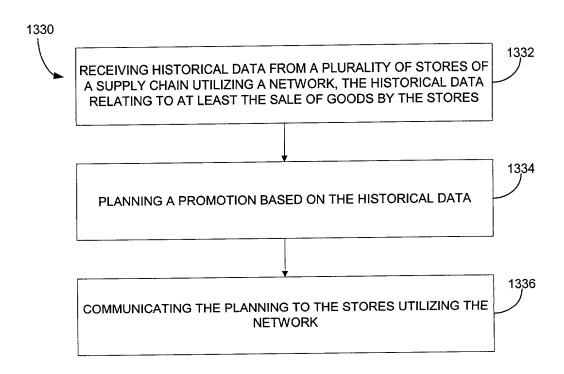


FIG. 13

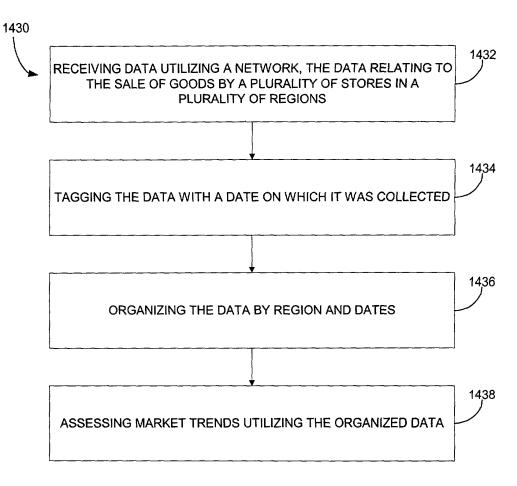


FIG. 14

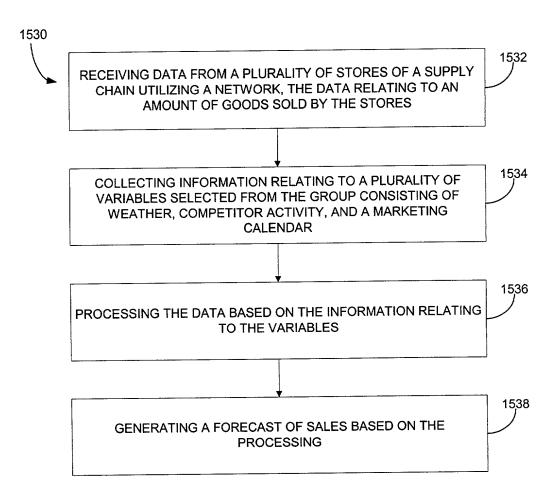


FIG. 15

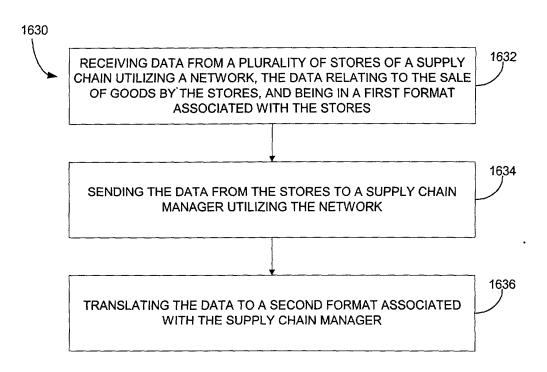


FIG. 16

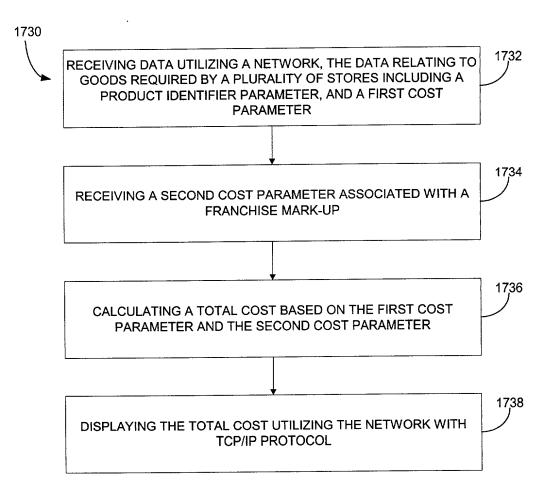


FIG. 17

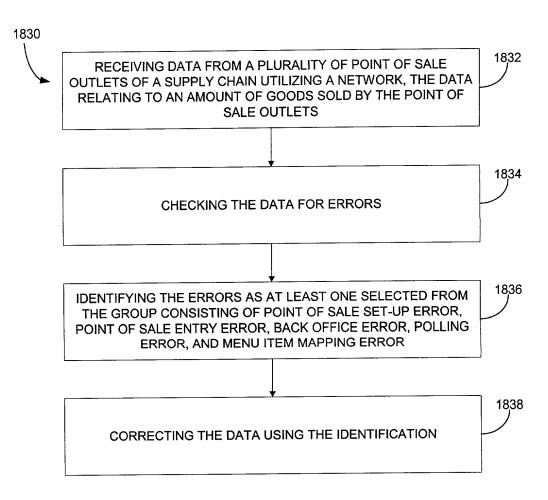


FIG. 18

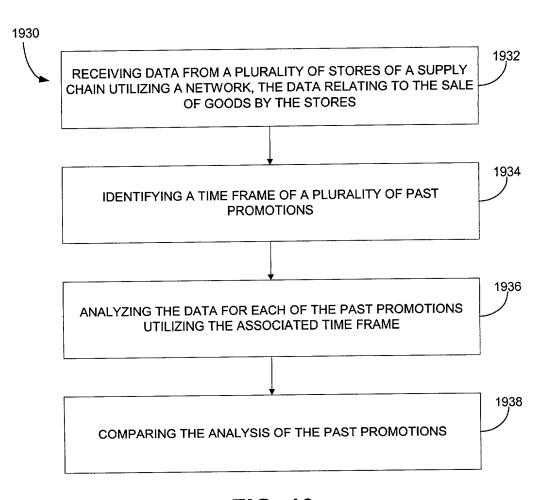


FIG. 19

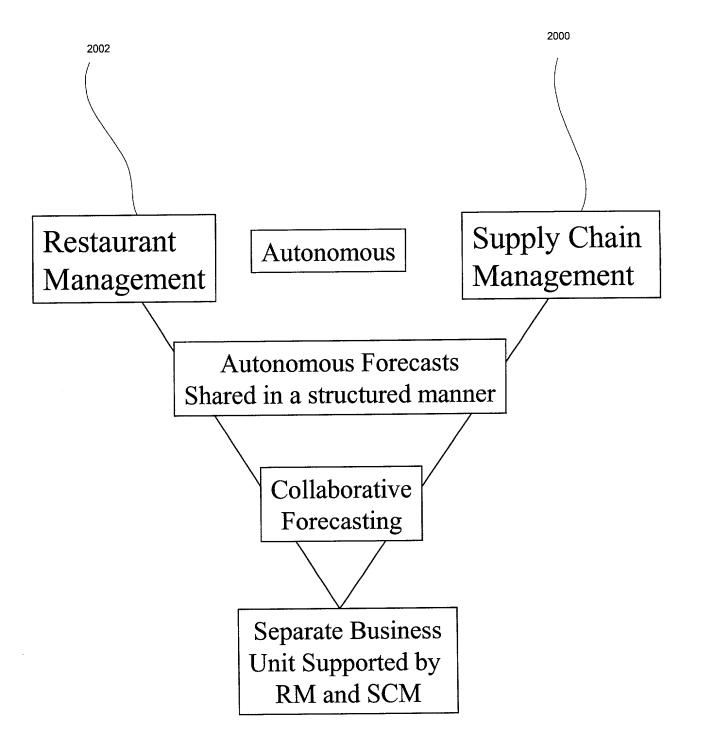
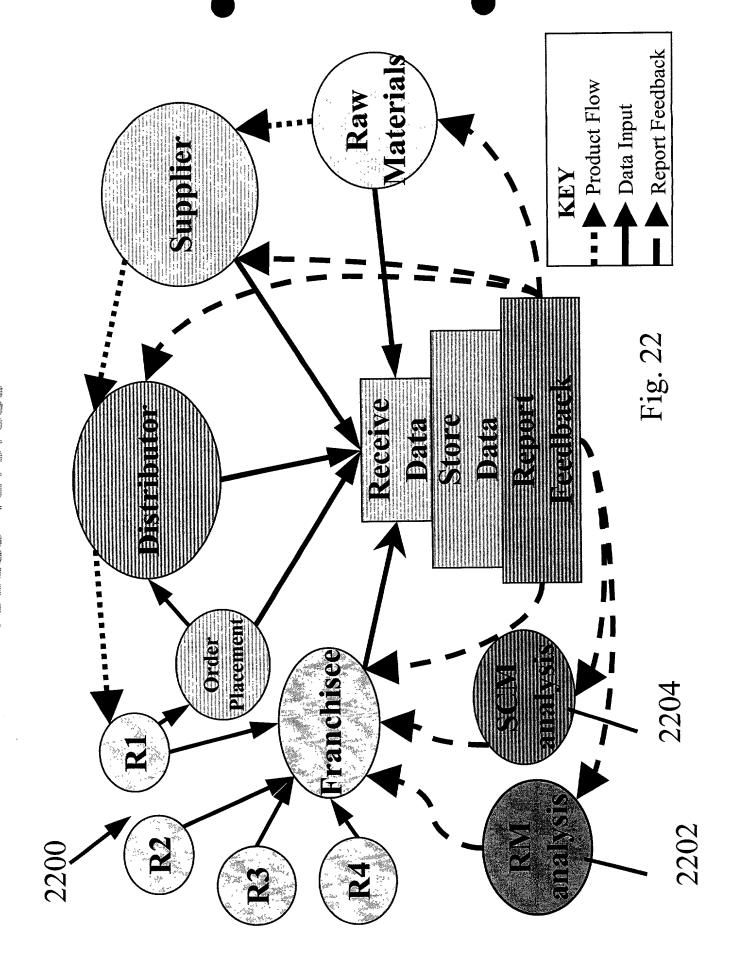


Fig. 20



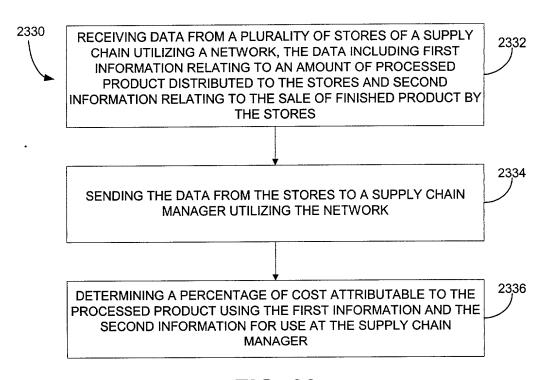


FIG. 23

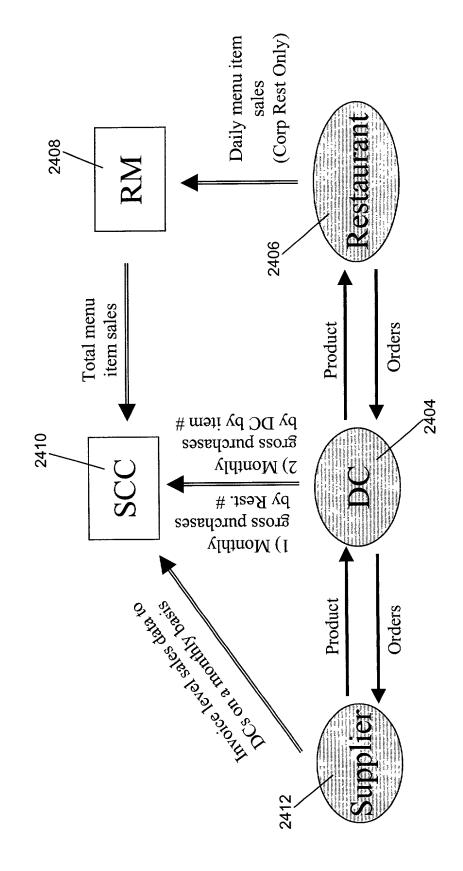
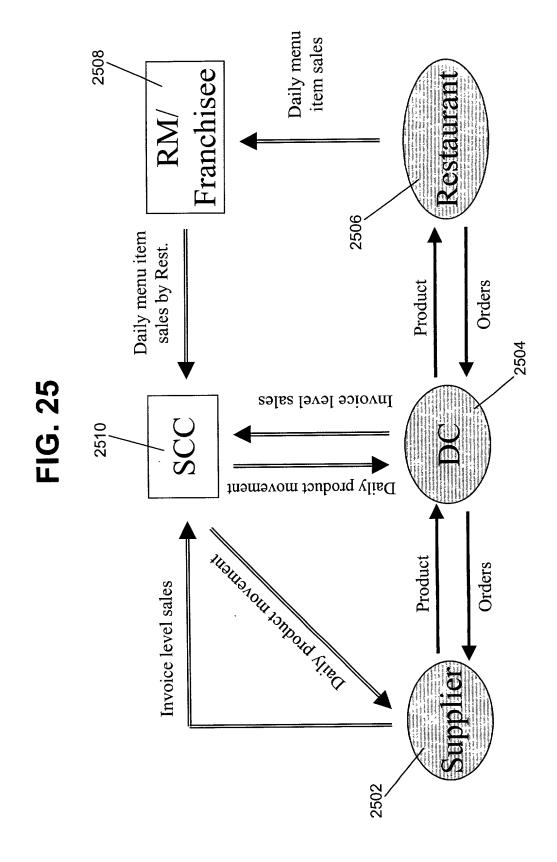


FIG. 24



2600					Ī	<u>G</u>	FIG. 26									
, T	2602				S.	PS F	Oreca	t Wo	Sales Forecast Worksheet - System	et - S	vstem				2604	
				History								Forecast	ast			
Week	۵1	Q 2	9-M	W-5	4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	9+M	03	8
GRP's Ntn'l Marketing Theme																
Advertising Score Local Considerations																
Competition Index																
Weather Index Seasonality Index																
Sales History/Forecast Total (\$/store)	/store)															
Key Products by Menu Item (units/day/store)	s/day/sto 	re)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172 723	143 701	140	135 623	155 760	196 921	172 829	163 900	172 943	179 829	196 912	206 958	204 948	707	164 813
etc	3										<u> </u>					
Key Products by Inventory Item (cases/day/store	 cases/da 	ıy/store														
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced		0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk		2.4	2.0	2.0	<u>0</u> .	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail		1.5	<u>გ</u>	1 .3	1.2	<u>4</u> .	1.7	9.	1.7	. ω.	1.7	. α	6.	9. 6.	4.6	9. (
Wrap Whopper		0.3	0.3	0.3	0.2	0.3	4.0	0.3	0.3	0.4	0.3	4 .0	0.4	0.4	0.3	0.3
Ketchup- Bulk		1.6	4. 1	4.1	1.2	7.5	7. i.8	1.7	6. 6. 6.	6.5	8.7	2.0	2.1	2.0	7. 5	1.7
Bun-Whopper 5" (dozen)		101.8	87.3	86.6	69.3	95.8	117.8	106.9	113.6	727.6	113.8	2.021	4.1.6	130.1	υ. υ. ι	7.00.7
Lettuce - shredded		2.9	2.5	4.2	2.5	7.7	χ, .	0.0	N 9	4.6	S .	ς γ γ	. v.	. v	7.7	رن - د
Tomatoes		3.8	3.3	3.2	3.0	3.6	4.	4.0	4. ن	4.6	4. ن	4.7	გ. ე. ი	გ.	υ υ,	۲. ۲
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4 8.3	4.6	4.3	4.7	6.4	4 .0	3.5	4. L.
etc	_							_								

165 857 6.5% 6.6% 286 1,309 7.7% 6.9% \$4,200 \$26,250 Total 46 26 137 209 9.0% 8.0% 8.0% 7.0% D+7 \$5,513 90 35 180 275 14.0% 16.3% 16.0% 19.0% D+0 11.0% 13.0% 13.3% 183 16.0% \$3,675 **4 8 5** D+5 4.0% 4.3% 4.0% 5.0% 170 \$3,413 37 21 11 D+4 1.0% 170 1.0% 1.0% 1.0% \$3,413 37 21 111 D+3 3.3% 4.0% 3.0% \$3,150 3.0% 34 20 103 157 D+7 Promotional Monitor - System & Regional 32 48 48 2.3% 1.0% \$2,888 44 3.0% <u>₹</u> 269 162 -4.1% 813 -5.8% \$23,000 \$23,500 \$23,250 \$23,450 1,244 -4.6% -1.9% Wenu Item Sales for Key Products (units/restaurant/week) ₹-228 148 -24.5% -23.4% -22.5% 1,090 -23.2% **W-2** Variance from Expected (Highlighed Areas are Outside of Expected Range) -8.4% -10.7% **%9**:6--9.8% 629 211 142 1,032 **%**-3 11.4% 8.1% 215 146 10.6% 669 1,060 12.2% **≥** WHOPPERS WICHEESE WHOPPERS W/CHEESE YWWM WHOPPERS YWWM WHOPPERS WHOPPERS WHOPPERS Segment otal Sales(\$/Store) Whopper Total Whopper Total Whopper Category Whopper

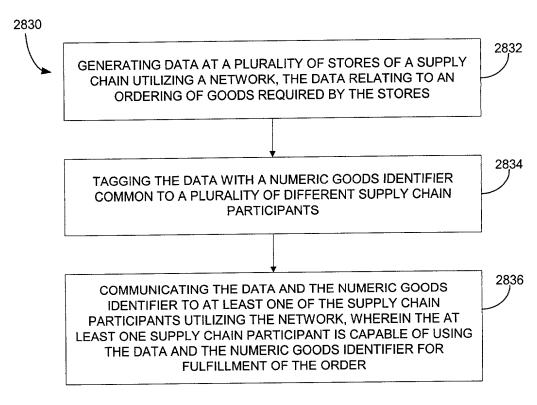


FIG. 28

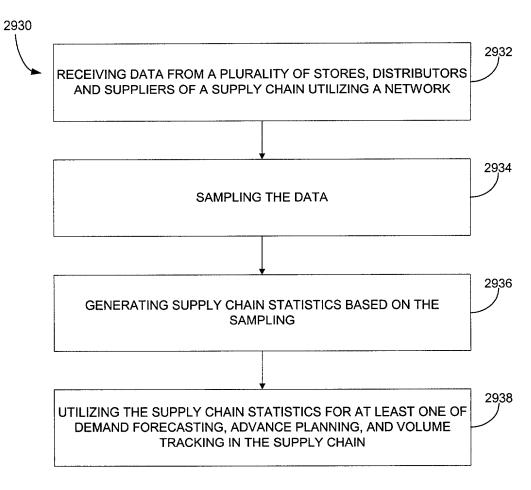


FIG. 29

3000 Distribution Center: Alliant Topeka Time Period (Month/Yr):

Delivery Order Fill Rate

Total Cases Ordered:	Cases
----------------------	-------

	Overlooked and	ts Damages MisPicks Short on Truck Not Returned	54 68 62 284	% 0.10% 0.09% 0.43% 0.00%	
		Warehouse Outs	Cases: 15	Percent 0.23%	
3002		/ Operations:			

Total Operations 568 0.86%

3004	Purchasing:	Out of Stocks	Substitutions	Out of Code	l'. I
_	Cases:	066	0.2		
$\Big)$	Percent:	1.51%	0.11%	0.00%	

1.61%

Total Purchasing

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 9

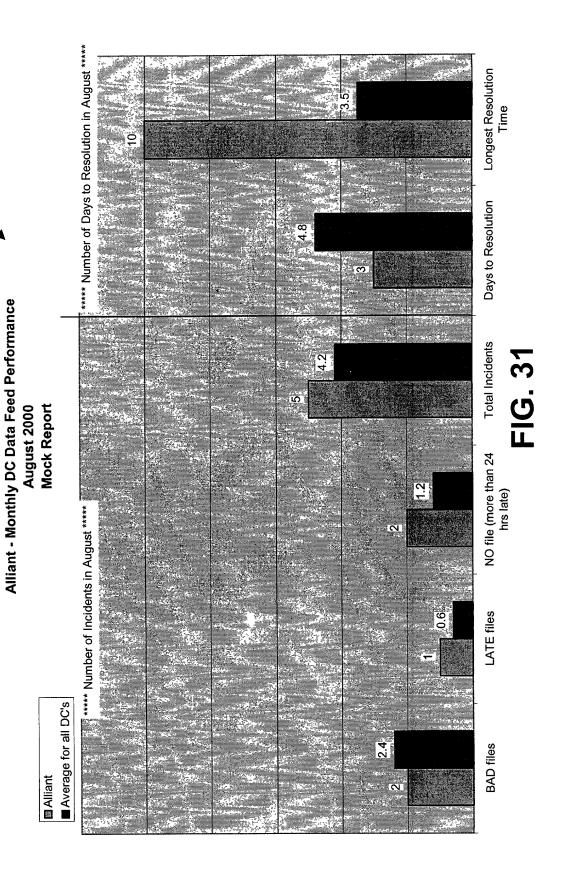
On-Time Delivery Rate

ies: 1232	ies:	te: 0.00%
Total # of Deliveries:	# of On-Time Deliveries:	On-Time Delivery Rate:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

FIG. 30





Service Level Reporting

79.83% 78.70% 79.25% On Time Perfect Order i0/AiG# #DIV/0i #DIV/0! #DIV/0i 10/∧IQ# August #DIV/0i #DIV/OI 98.81% 99.14% 99.42% 99.31% 99.03% 99.05% 99.34% 99.41% 99.41% 99.13% 99.16% 99.05% Fill Rate 99.13% #DIV/0i amrock Commerce City Shamrock Phoenix Reinhart-Cedar Rapids Reinhart-Oak Creek aines Long Island aines New England Restaurants NW faines 29, Conklin faines 30, Cleveland Sygma Harrisburg BM Orlando BM Rocky Mount (Ing-Jacksonville McLane Lubbock BM Fullerton Reinhart-Rogers ygma Stockton (Ing-Louisville BM Lewisville Alliant-Paducah Alliant-Topeka Alliant Wixom icholas & Co. PFD Supply YA/Monarch G Victoria cCabe's Sysco

	Fill Rate	On - Time	Perfect Order
BKC Min	88.50%	%00'06	%00'82
RSI Min	%05'66	%00'06	%00'08

OK Didn't meet RSI Min Didn't meet BK Min

FIG. 32

3200

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

Delivery Statistics:

On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time Hours Delivery Late Days Delivery Late

Invoice, Payment and Pricing:

				,
4	%56	1.7	%36	0.93
-				

Inventory Management:

Average Days On Hand Max Days On Hand SKU#1 SKU #2

10

SKU #2 SKU #1

40 32

,	
Cost	
/ing	
)arr	
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and the	2

Average as % FOB SKU #2 SKU #1

3,594

Monthly Freight Variance Monthly Total Variance

Monthly FOB Variance

Days for Payment

30,152

33,746

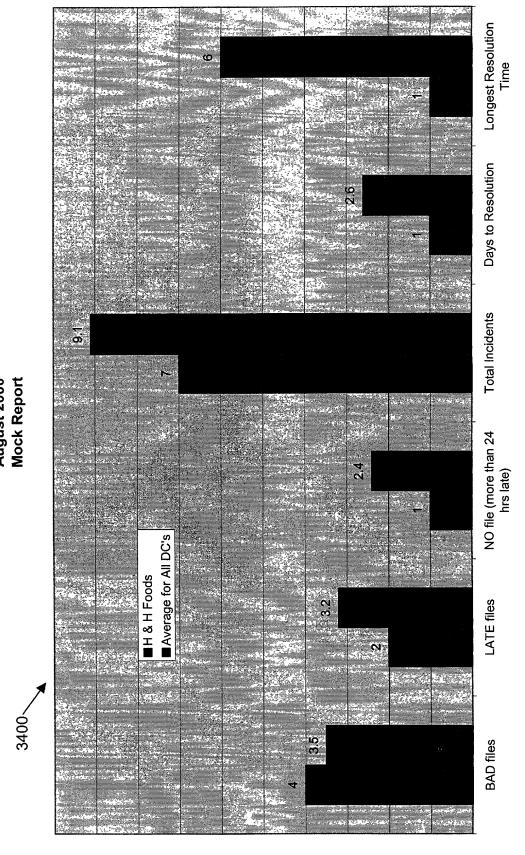
42,513	12,589	1.25%
ક્ક	ક્ક	

Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

%00.66 92.34%

H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report



Service Level Reporting November - Mock Report

	MODITURY FORM	
	Overchange	Percentage % Invoice FOB
SOUDIES SE S		
COMARK INSTRUMENTS INC		
WHITEFORD FOODS, INC.		
LEPAGE BAKERY// COUNTRY KITCHE		
NCR-SYSTEMEDIA		
SIGNATURE MEATS GROUP	The second secon	
SCHWEBEL'S BAKING CO		Comment of the Commen
MAULCUP		William Control of Con
MIRA PLASTICS		
DIXIE PRODUCE & PACKAGING		
NOR-I AKF INC		
FORT I AMES OPERATING COMPANY		
FRESH ADVANTAGE, KO		
SILVER KING - MN - CORP		
TYSON FOODS	A STATE OF THE STA	
READY ACCESS		
GEORGIA PACIFIC TISSUE		
OLO I GHERIY PACKING		
BEVERAGE AIR		
COMPONENT HARDWARE GROUP, INC.		2.06%
COCA COLA USA	· · · · · · · · · · · · · · · · · · ·	
TOASTWASTER	を表現の 605 F Mar を表現を	建筑的 1980年 1980年 1980年 1980年 1980
GRANT COUNTY FOODS		HEAT STRUCKS STORY AND THE WAS TO SOME THE WAY
FRESH EXPRESS		
TAYLOR FARMS		
MODULAR DISPENSING SYSTEM		
CENTURY PRODUCTS, LLC		Migroson de Constituto y Landago (Landago por morto como a como a de Landago Constituto de Constitut
ROSE PACKING COMPANY		2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1

3.00%	92.00%	\$5,000.00	SSI Min
% Invoice FOB	Percentage	Overcharge	
Monthly Carrying	Perfect Order	Monthly Total	

	OK	Didn't meet RSI Min.
T115 (1995)	日の世界の世界の一の一十二日	Ö

3500

3600

Mock Report/1

	[100XEX.]	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	i (in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

FIG. 36

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

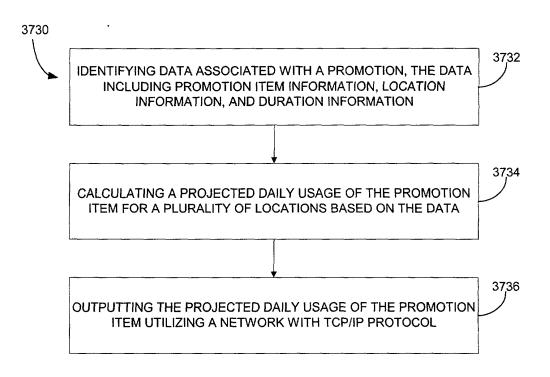


FIG. 37

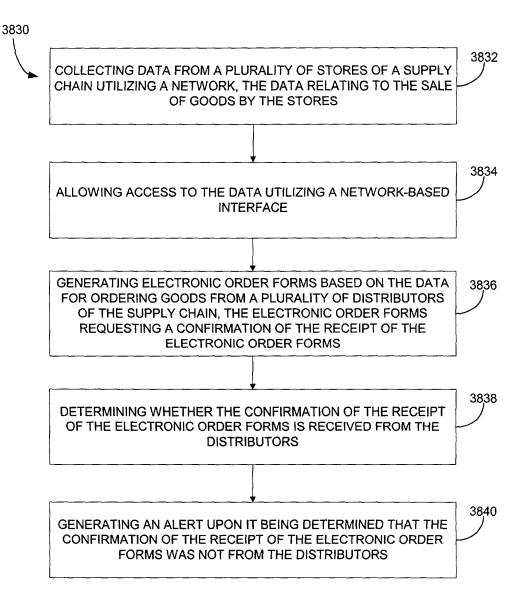


FIG. 38

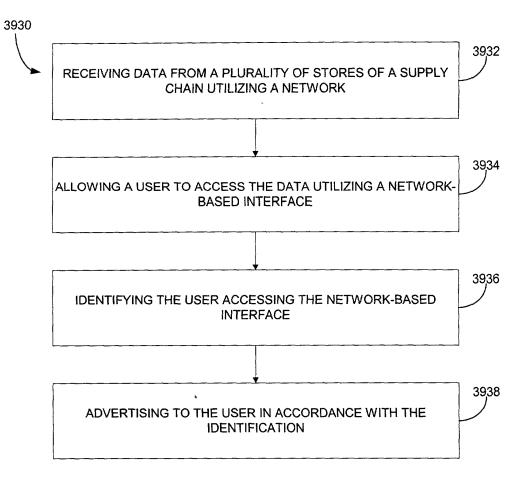


FIG. 39

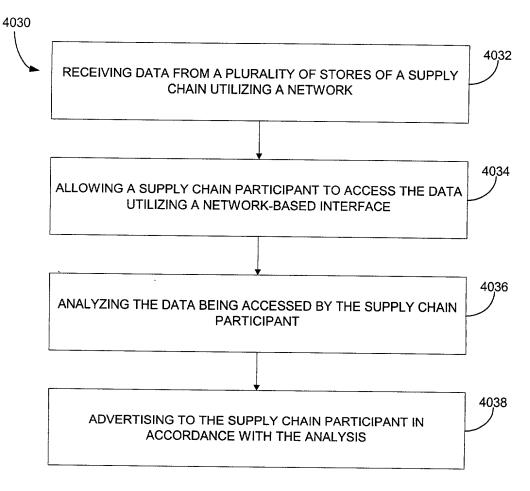


FIG. 40

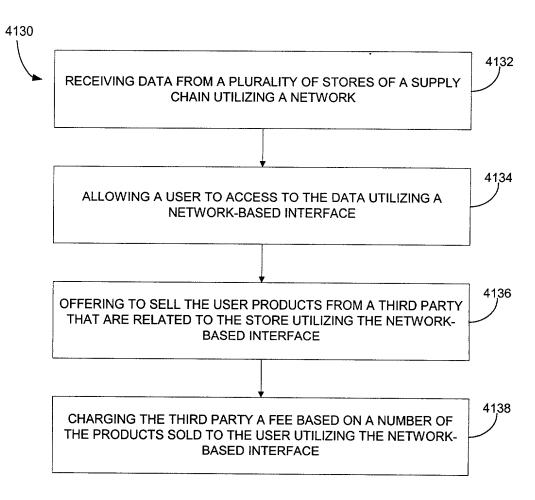


FIG. 41

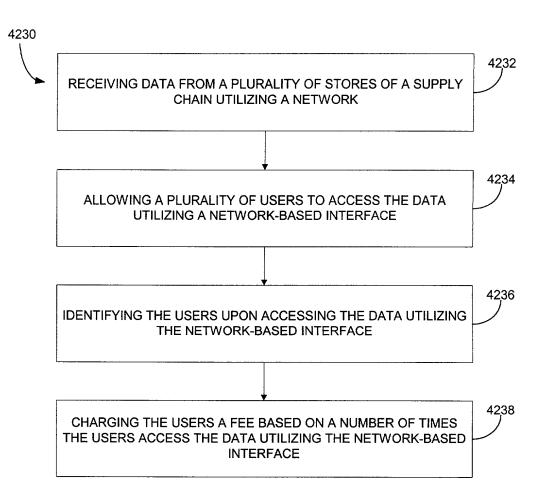


FIG. 42

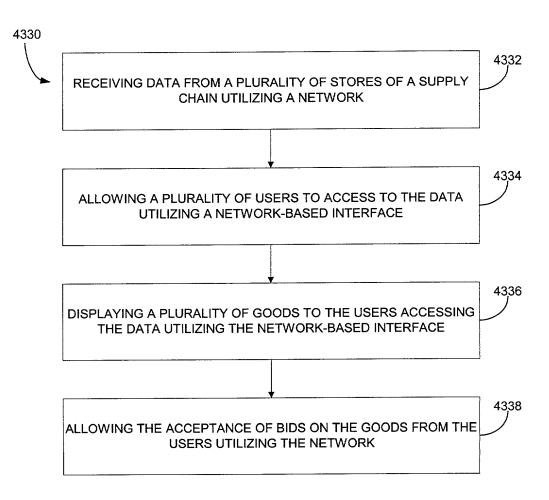


FIG. 43A

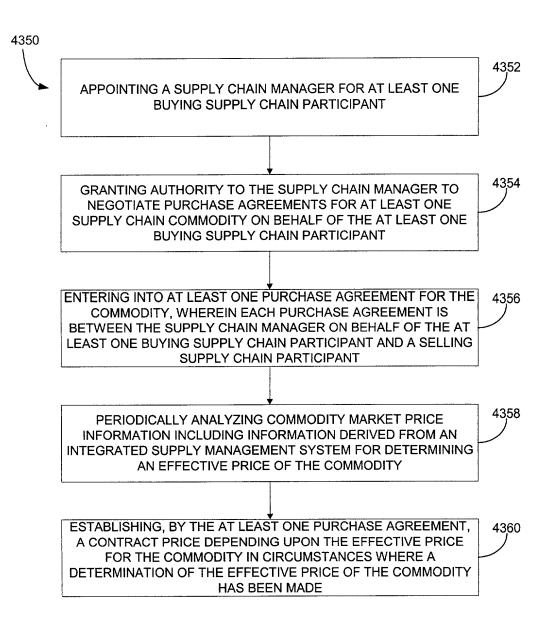


FIG. 43B

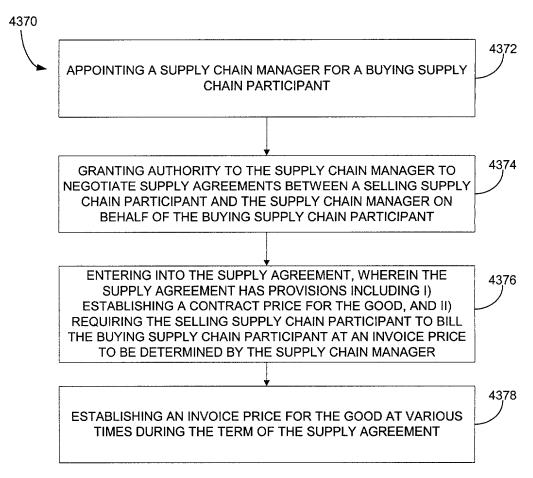


FIG. 43C

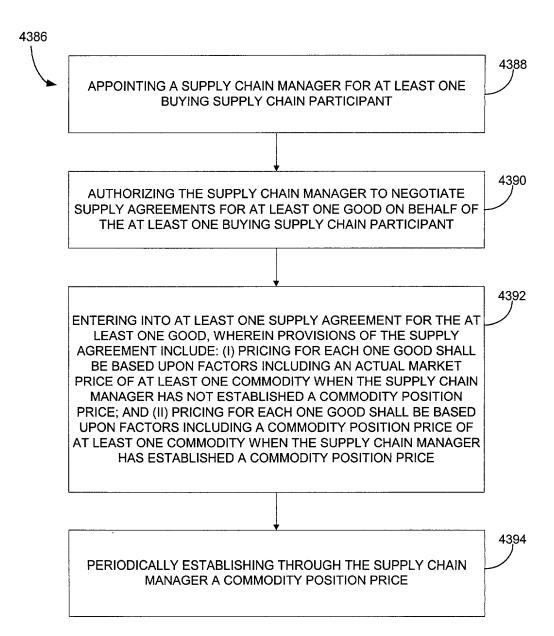


FIG. 43D

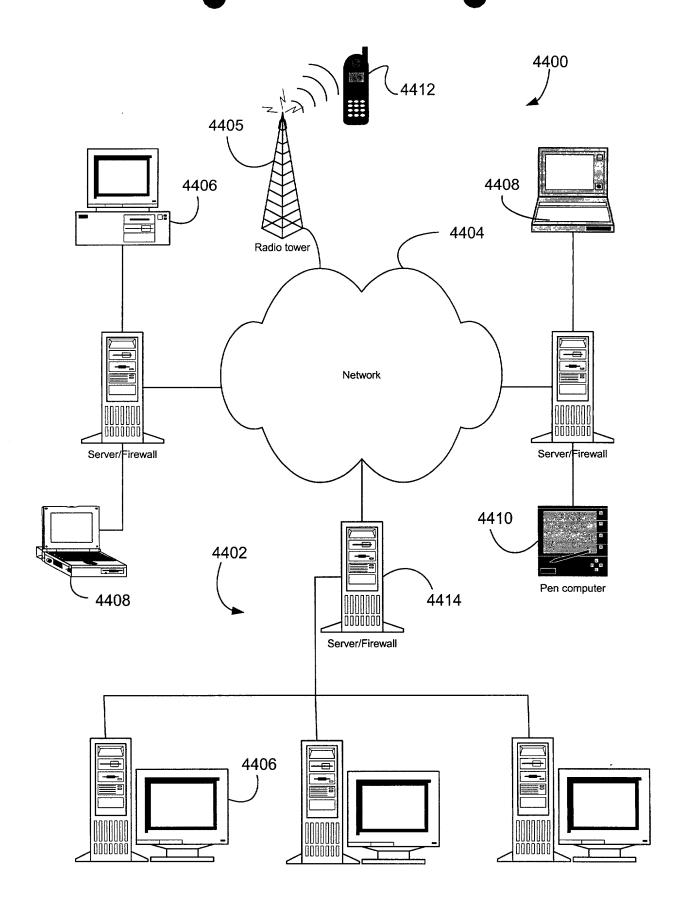


FIG. 44

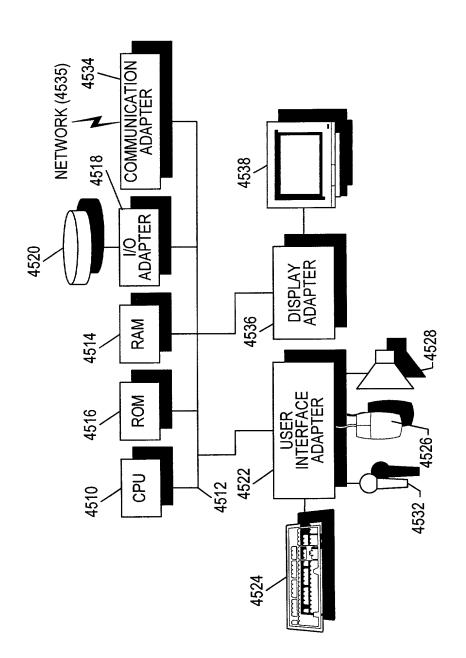


FIG. 45

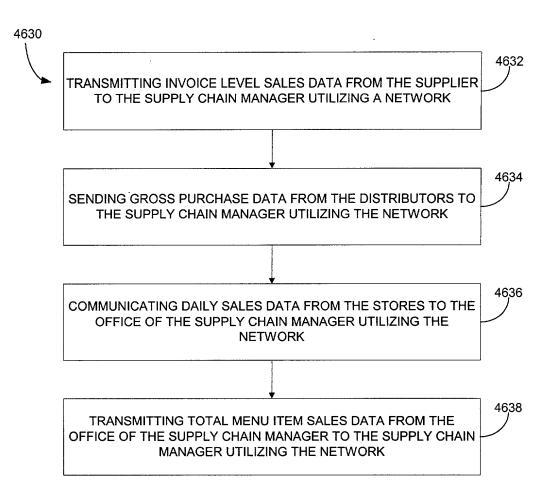


FIG. 46

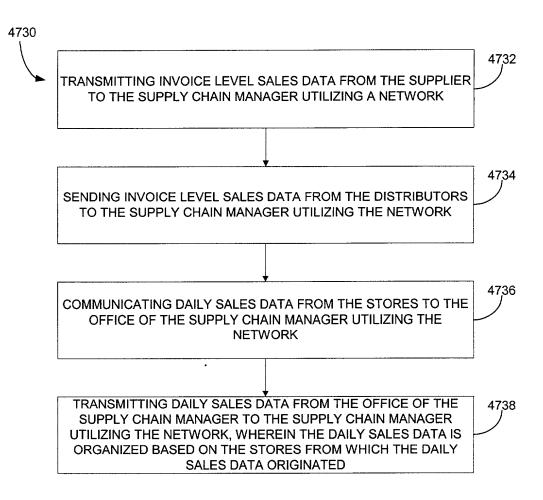


FIG. 47

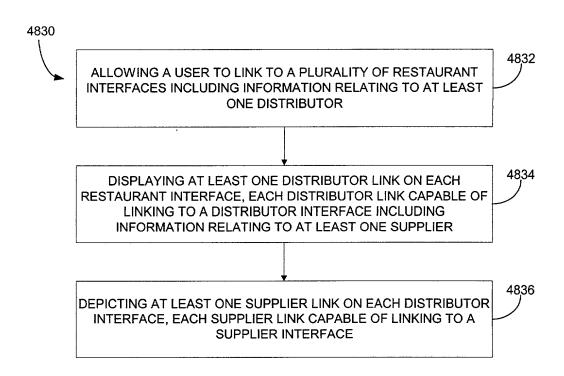


FIG. 48

X		A -	4 5 - 5 Sept.				P
		<u>▼</u> (A:30 Links *)	C Cliest For	4900			
	2.1 100 100 100 100 100 100 100 100 100 1		Restantant Services, Inc. BURGER KING® System Independent Purchasing & Distribution Service Co-op Burnelise Password About RSI	4904Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING®restaurant owners in the United States.	RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, équipment, dispribution and related services on behalf of more than 8,300 restaurants.	RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.	RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency
- Microsoft Internet Explorer	F.	.com/home/index.asp		49 Restaurant Services, Inc. (RSI) is an in owned purchasing cooperative serving Erestaurant owners in the United States.	RSI was founded in 1999 the vast majority of prosystem. Its primary pur BURGER KING restaut food, packaging, premi équipment, distribution than 8,300 restaurants.	RSI's Board of Directo franchisees, elected b representative and one Franchisee Associatio working relationship w respective roles and re Operating Agreement.	RSI works closely with Corporation, food and equipment vendors, disproviders to streamline
3 Restaurant Services. Inc.	SHIP SHIP VIEW PAYOR	Addes 🗗 http://www.rsiweb.com/f	4902		Contact Information Map/Directions General Information Legal Information More About PSI	Help BKC link NFA link	

FIG. 49

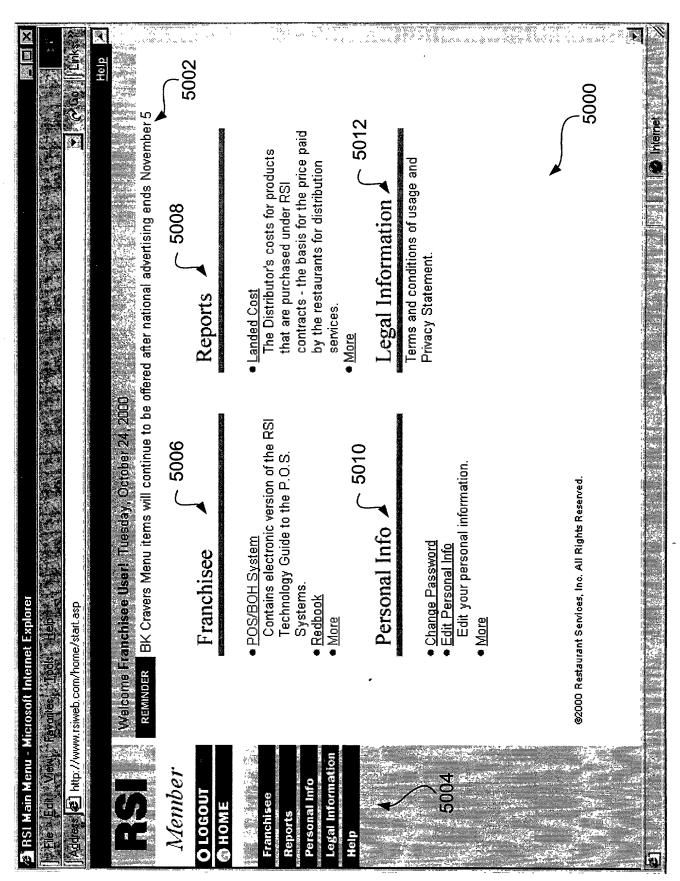


FIG. 50

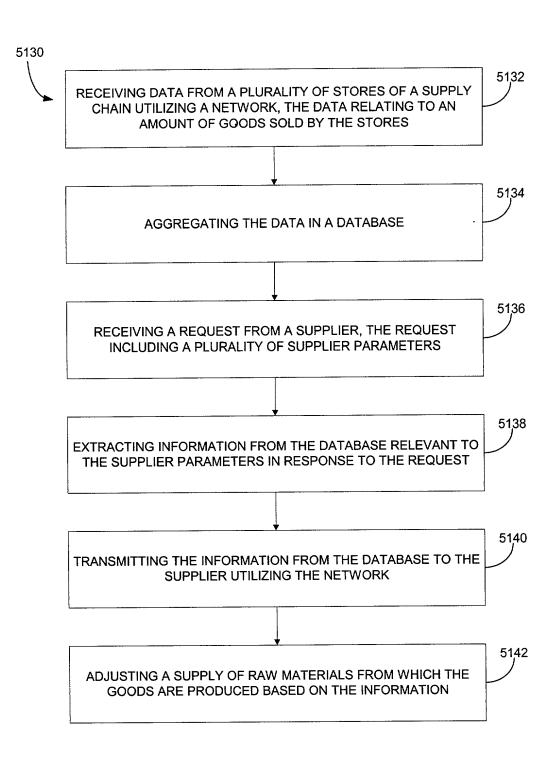


FIG. 51

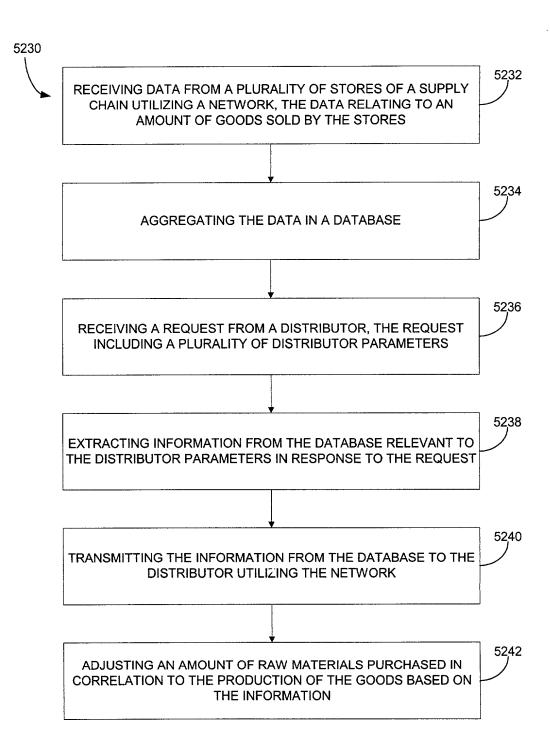


FIG. 52

🚰 POS Implied Daily Usage - Distributor - Microsoft Internet । ि कि. निर्वास स्पर्धित महिल्ला १००४ मधिक	age - Dis	stributor - Microsoft Int তা	ternet I	xplorer	_					Ī		4.4	34.7 5		23.8 1877					
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FSI. Distributor	Printer	Printer Friendly, Version				POSI	mplie	d Dail ay, Oc	POS Implied Daily Usage - Distributor Tuesday, October 24, 2000	je - Di	stribu 00	tor					53	5300	- i	
O LOGOUT PHOME	Distribu Distribu	Distribution Company: REINHART FOODSERVICE Distribution Center: REINHART - CEDAR RAPIDS, IA	HART F RT - CE	OODS	SERVI RAPIC	S, A										7				
Reports Personal Info	The inform hereby no	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	port is p distributi	rivilege on, or c	d and or	onfidenti of this re	al. It is i port is st	ntendeo rictly pro	l only for hibited.	· viewin	n pue t	se by D	stributo	r User. Þ	fyou ar	e not Dis	trib utor	User, y	ou are	^ >
Legal Information								14D	14 Day Rolling (Total Cases)	g (Tota	l Cases						Wee	< Endin	Week Ending Total	
Help	DC Item		% Chg 14 Day														10/3		9/25 9/	9/48
de la companya de la	Š	No Item Description	Avg	10/23	A1		_				10/15	10/14				10/10				9/24
	Number	Number of Restaurants Sewiced by DC	DC.		<u>8</u>	200 2	200 200	0 200	200	200	200	8	200	200	200	200	200	200	200	197
	18986	SAUCE: BBG BULK 18986 BULLSEYE	0.00%		13	21	8	<u> </u>	16 16	18	4	Ñ	Ÿ.	•	<u></u>	œ	109	8	8	2
	20788	20788 MUSTARD: BULK BK	0.00%		72	6	8	18	14 14	13	4	10	19	9	15	4	110	104	104	100
	243A	MAYDNNAISE BULK	0.00%		134	187	211	\$D (62)	158 154	<u>\$</u>	150	8	208	27.0	8	ξ.	1184	8	# 54 54	- 8
	24986	STRAW: WRAPPED 7.75" BK	0.00%		21	88	34	27 2	25 24	t 24	24	34	33	27	24	24	189	179	186	178
	25318	FORK WRAPPED 25318 BULK BK	0.00%		10	+	12	- 2	co.	0	Ξ	2	=	. e	a	8 - 0 0	8	Ŧ	8	- 8 ·
, p	25452		0.00%		ю	ო	ო	е	2	2 2	ო	ю	ო	m	2	2	18	15	8	<u> </u>
	27682	KETCHUP BULK BAG IN BOX	0.00%		8	5 4	4	<u>5</u>	104 102	ē	8	8	8	2	8	8	799	Ē	778	*
or well	27690	KETCHUP: PACKETS 27690 109 BK	0.00%		127	184	205	160	143 142	139	<u>‡</u>	197	197	160	54	140	1112	1070	1078 1044	<u> </u>
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(2) Done																	9	O Internet		

FIG. 53

🗿 Local DC Promotion Forecast Report - Mir	Forecast Report - Mic	srosoft Internet Explorer	×
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		Help	34 3
	Printer Friendly Ver	Sion REINHART - CEDAR RAPIDS, IA 5400	
Distributor		Tuesday, October 24, 2000	·
O LOGOUT MOME	The information contain Distributor, you are heret	led in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not by notified that dissemination, distribution, or copying of this report is strictly prohibited.	
Reports	Local Promotion Option	Durstion Start Projected (In Participating ADI Date DIV Usage Weeks) Rest Count Non-Participating Restaurants	** <u>-</u>
Personal Info	32 oz. Motor Cup	10.	
Help		Des Moines-Ames. 1A 7/10/00 85 7/10/00 85	
		7/10/00	
		Peoria, IL 6/1/00 85 99 17 Elizable in Program of II	·1/4/1
		85 99	
	32 oz. Motor Cup Total	131	
	Big King	Cedar.Rapids:Watenoo-Dubq, W//5000	
		t-RI-Mol Kirksvill	
	Big King Total	88	
	Pancake Minis	Chicago, IL 5/15/00 20 99 8 Beoila IL 5/1/00 20 99 17	Š.
		Mark	d Livin
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FIG. 54

은 POS Implied Daily Usage - Supplier - Microsoft Internet	age - Supplie	ar - Microsoft Liób	Internet	Explo	ırer																
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Reports Personal Info	Printer Frie	Printer Friendly Version				<u>~</u>	os In Tu	iplied esday	Daily 7, Octo	POS Implied Daily Usage - Supplier Tuesday, October 24, 2000	e - Su 4, 200	ipplie 10	<u>.</u>								and the second second
Legal Information Help	Supplier: T	Supplier: TYSON FOODS	တ္																		Property 29 Property and the
	The informatic hereby notified	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	this report Ition, distri	is privile bution,	eged ar or copyi	id confi ing of th	dential his repo	. Itisin ıtisstri	tended ctly prof	only for ribited.	viewing	g and u	se by Si	upplier	Jser. If y	rou are i	not Sup	plier Usa	ar, you a	ā	
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		RSI	% Chg 14							A de constant des contra		nganyunan sepandenta	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				10/9	10./2	9/25	9/48	(a
	Point DC	Item Item No Description	Day Avg	10/23 1	0.22	0.27 1(11 02/0	7/19 10	0/23 10/22 10/21 10/20 10/19 10/18 10/17	/17 10/	16 10,	15 10,4	10/4	3 10/1	10/16 10/15 10/14 10/13 10/12 10/11	10/10	10/15	5 10/8	10/1	9/24	Byras,
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		CHICKEN- 6 PATTY	8	77	8	<u> </u>	4		8.	8	- 8 - 8		134 137	7 126		8	8	, ,	38	Ŕ	
		CHICKEN- BK 7 BROILER	0.00%		32	5	99	8	8	8	<u> </u>	4	§	84	- 8 - 3	4	330	0 327	354	¥.	
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FIG. 55

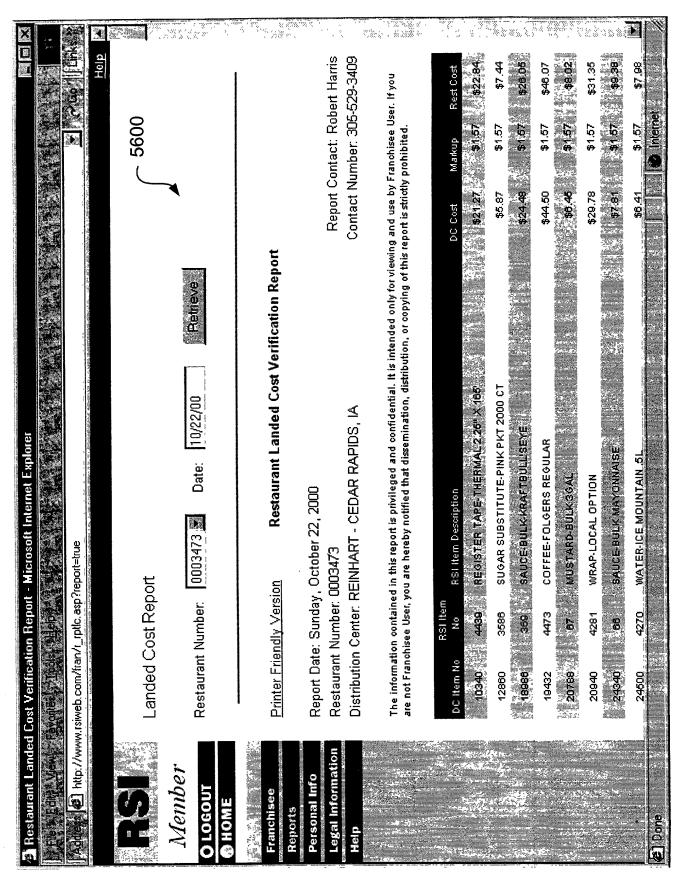


FIG. 56

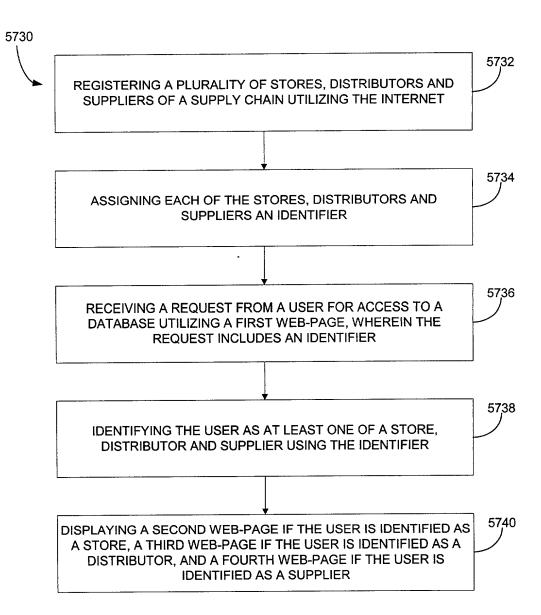


FIG. 57

5802

5808

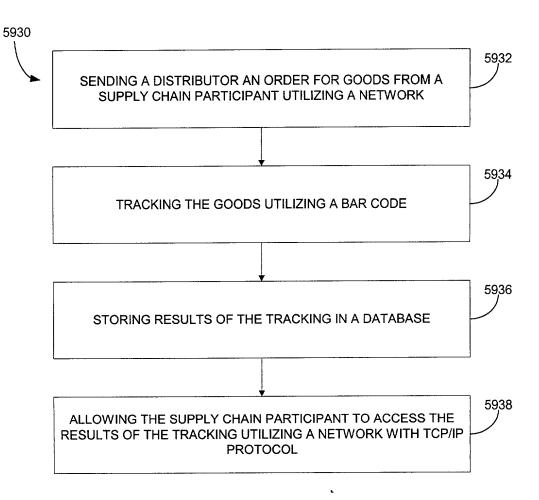


FIG. 59

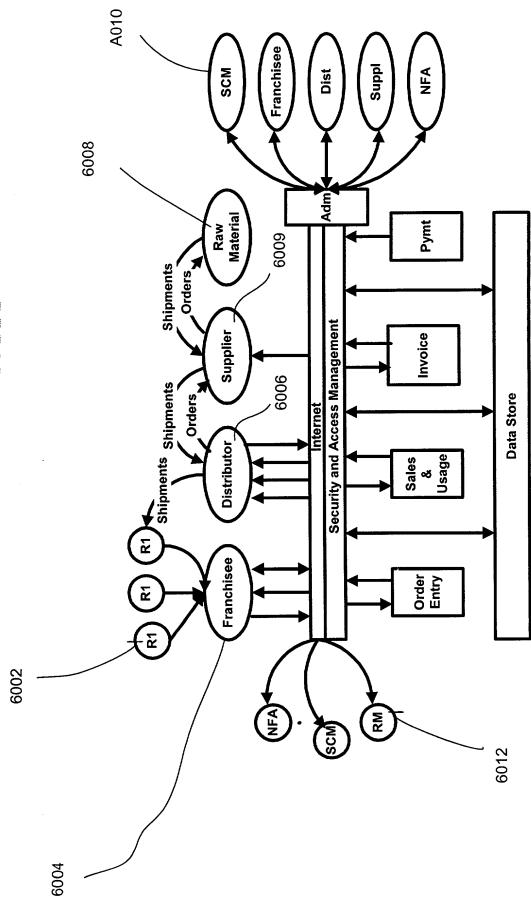
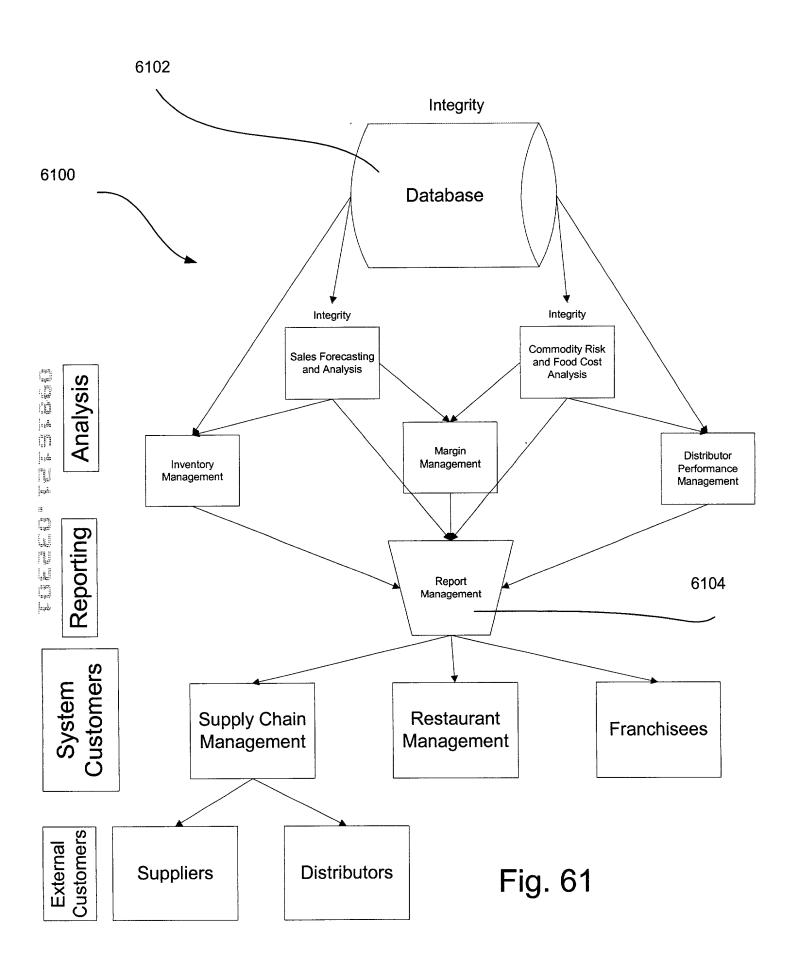


Fig. 60



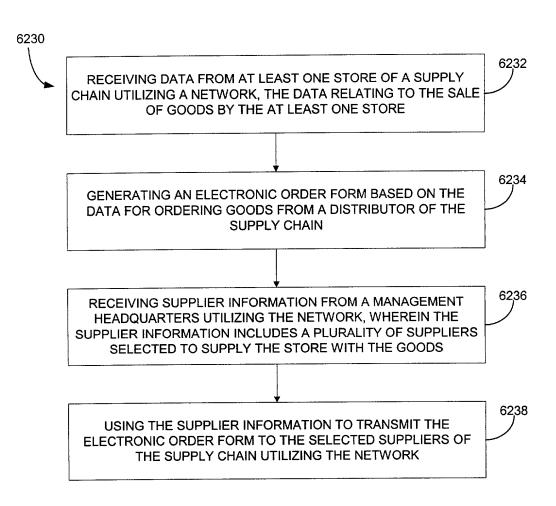
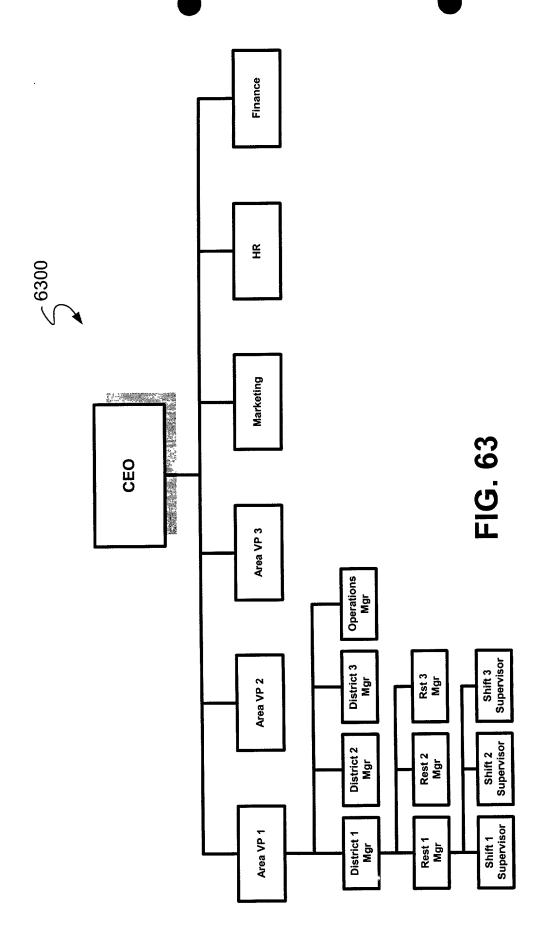


FIG. 62



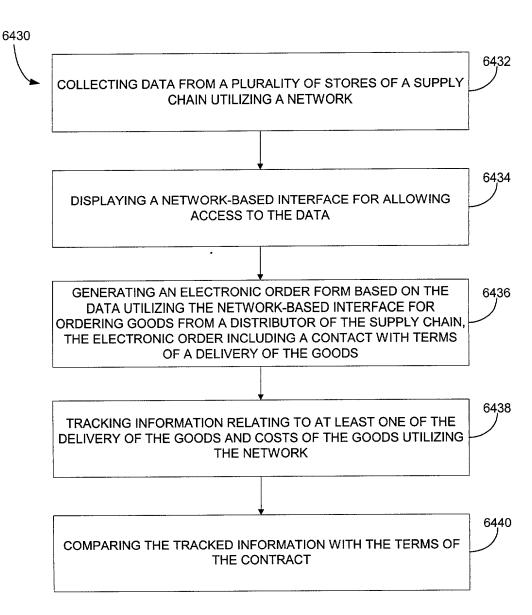


FIG. 64

1_

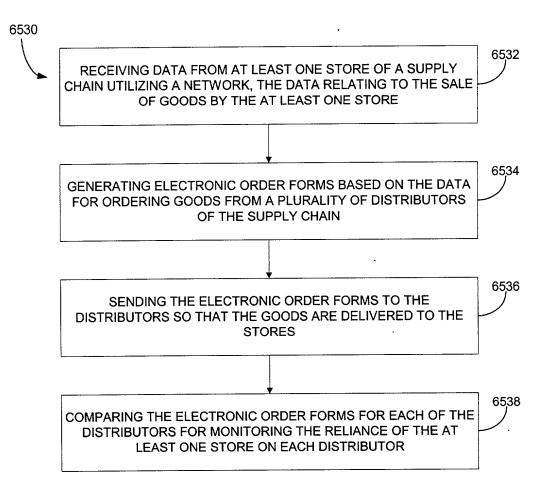


FIG. 65

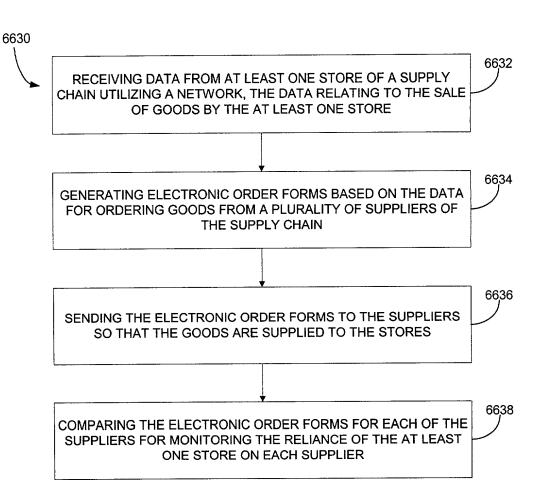


FIG. 66

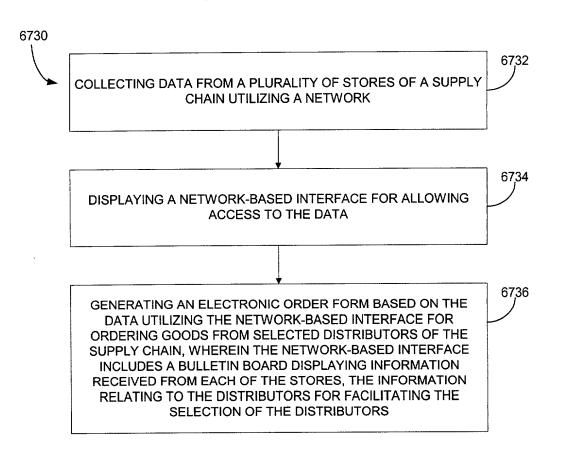


FIG. 67

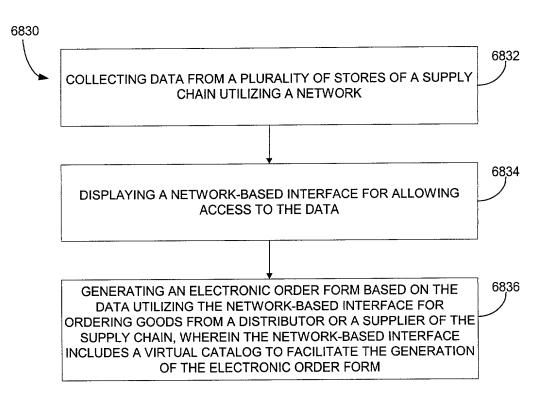


FIG. 68

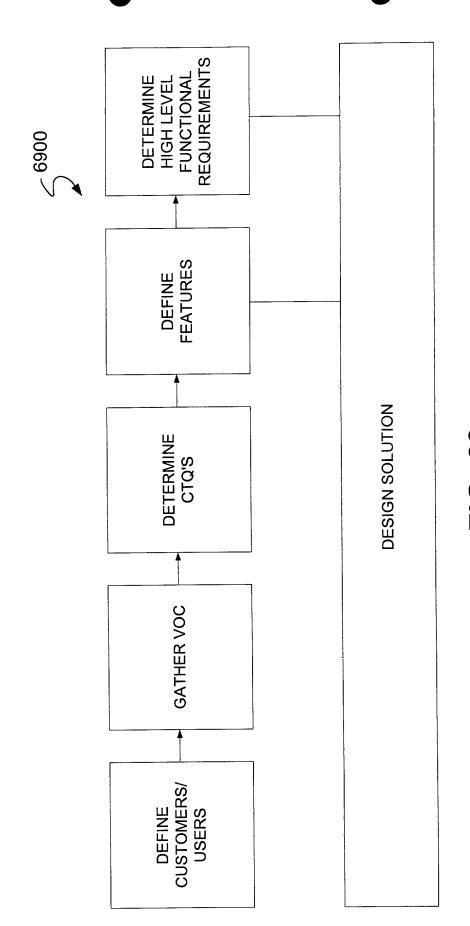


FIG. 69

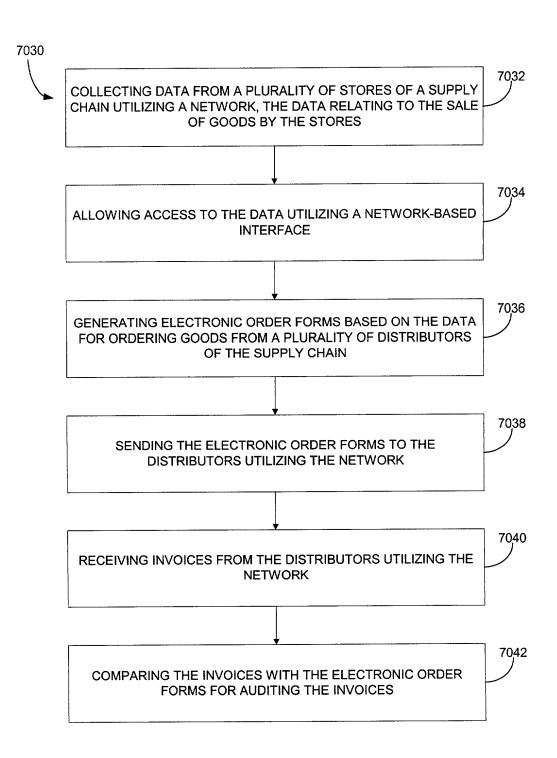


FIG. 70

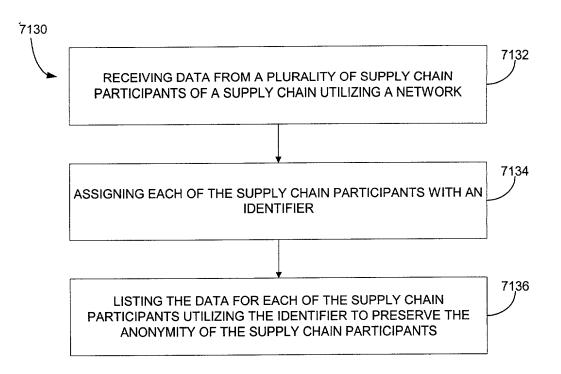


FIG. 71

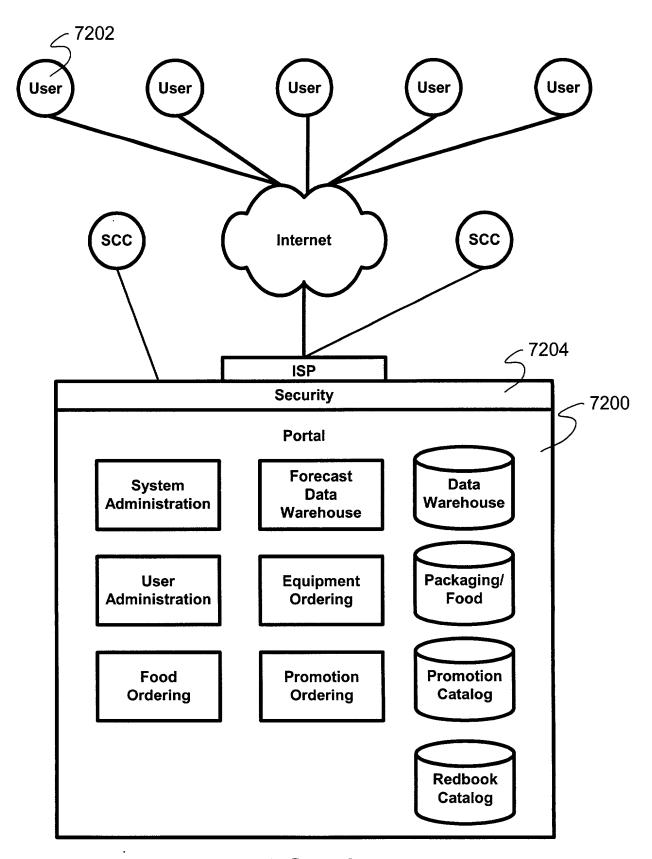


FIG. 72

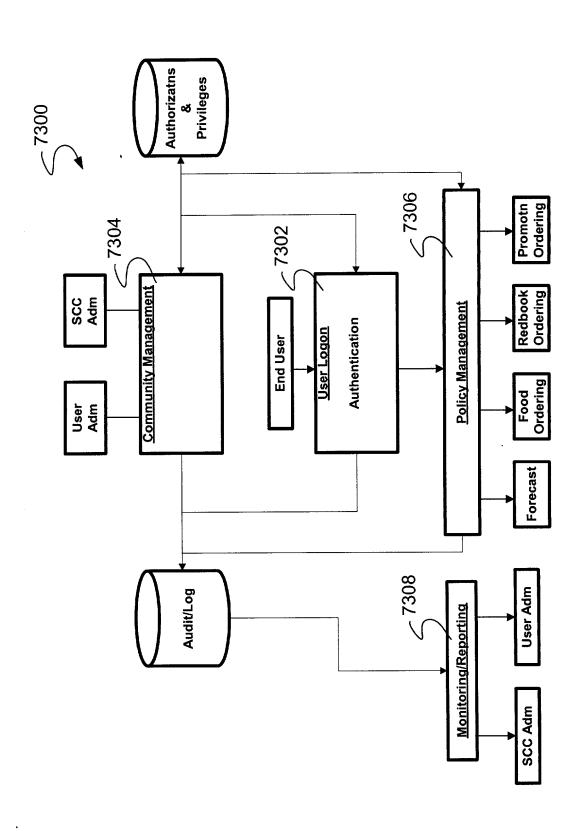


FIG. 73

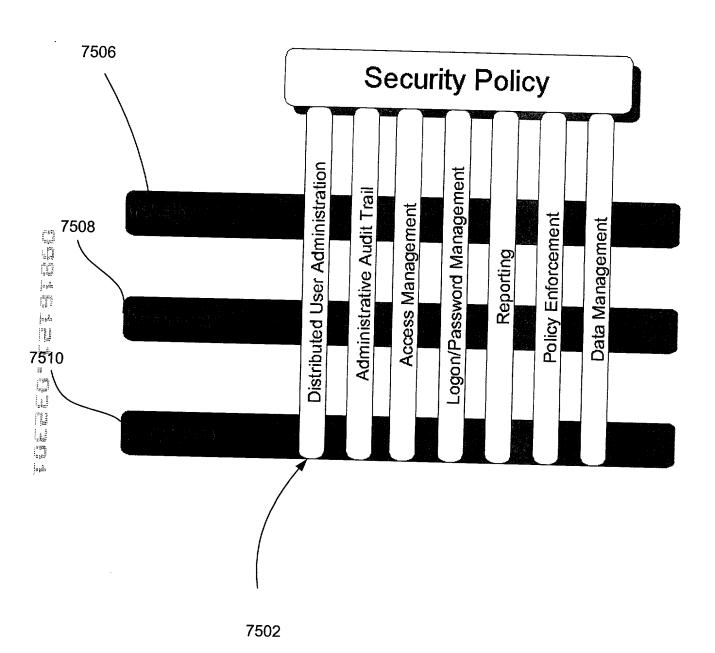


Fig. 75

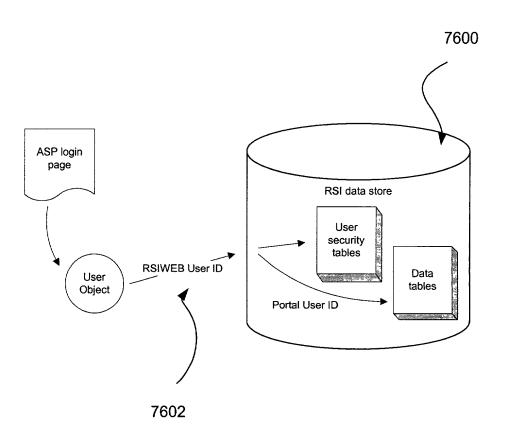


Fig. 76

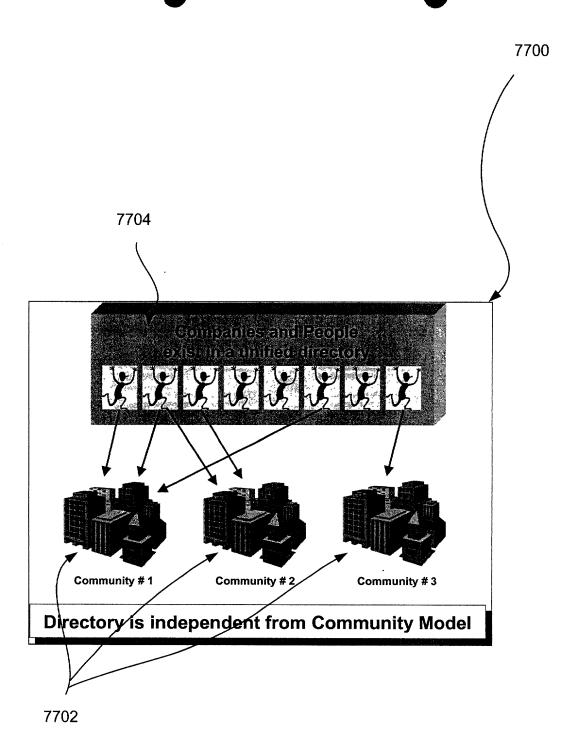


Fig. 77

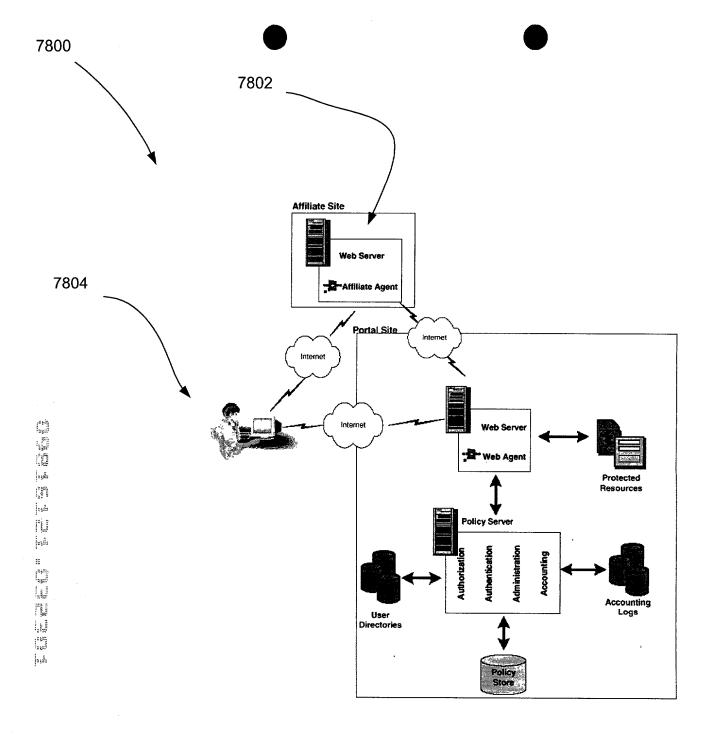
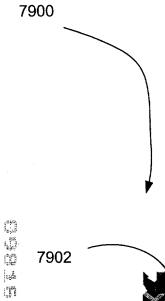


Fig. 78



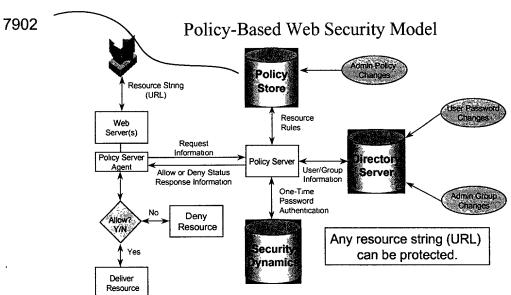


Fig. 79

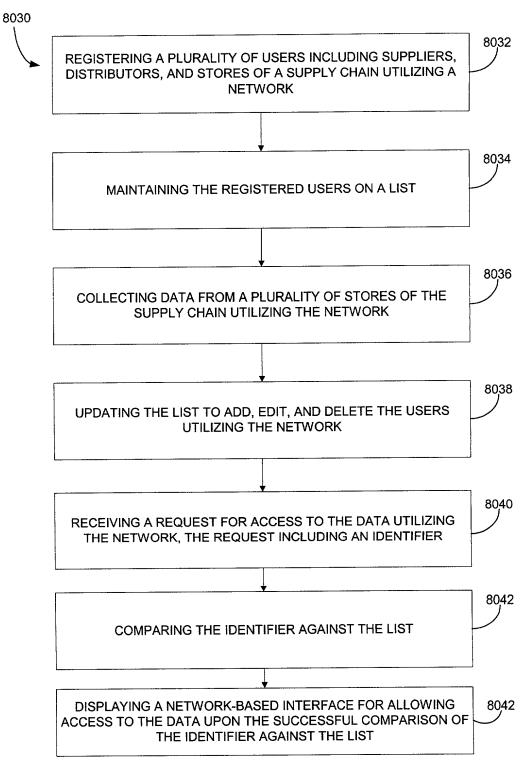


FIG. 80

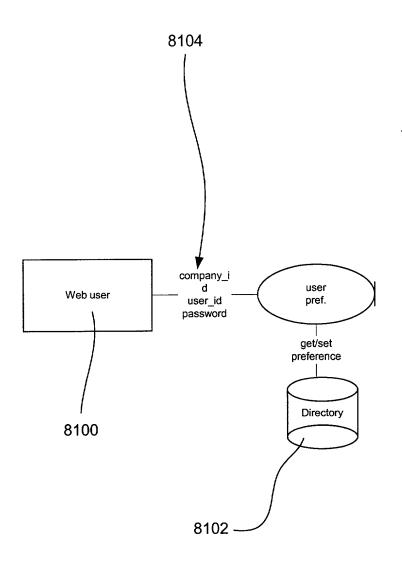


Fig. 81

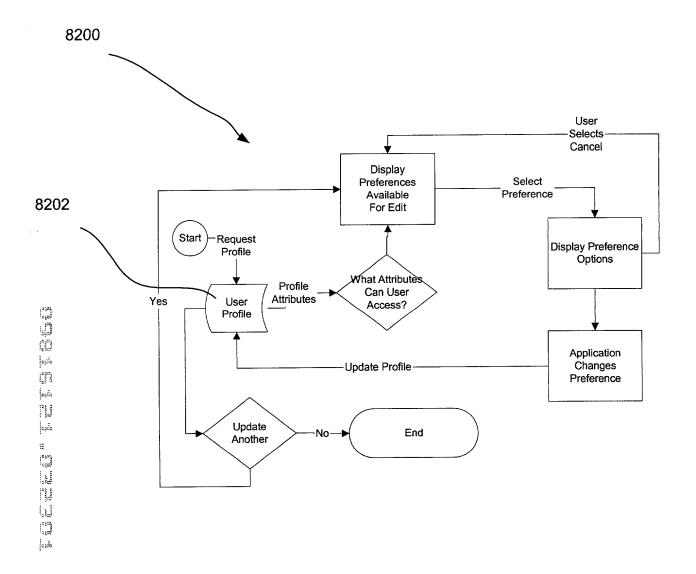


Fig. 82

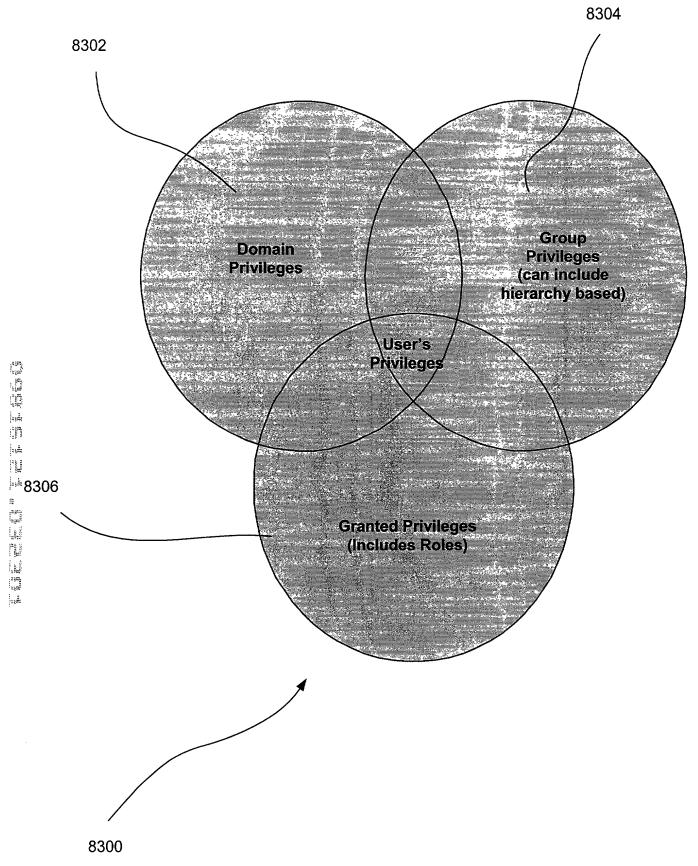


Fig. 83

Fig. 84

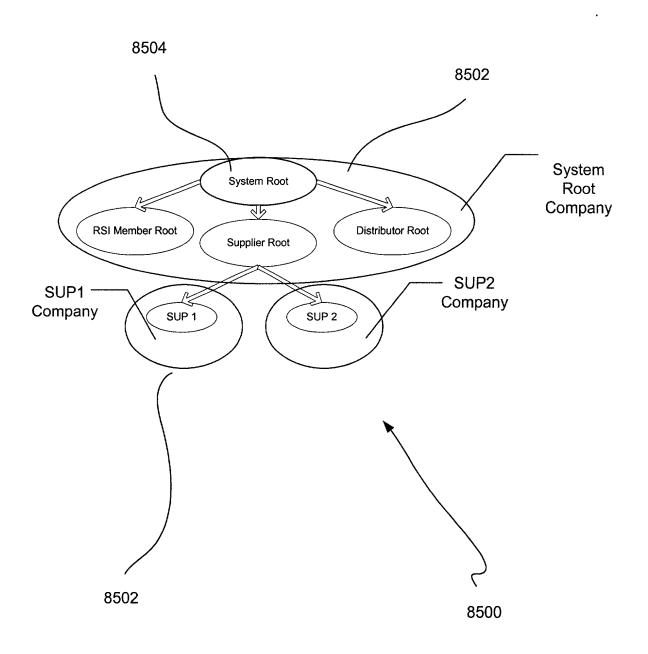


Fig. 85

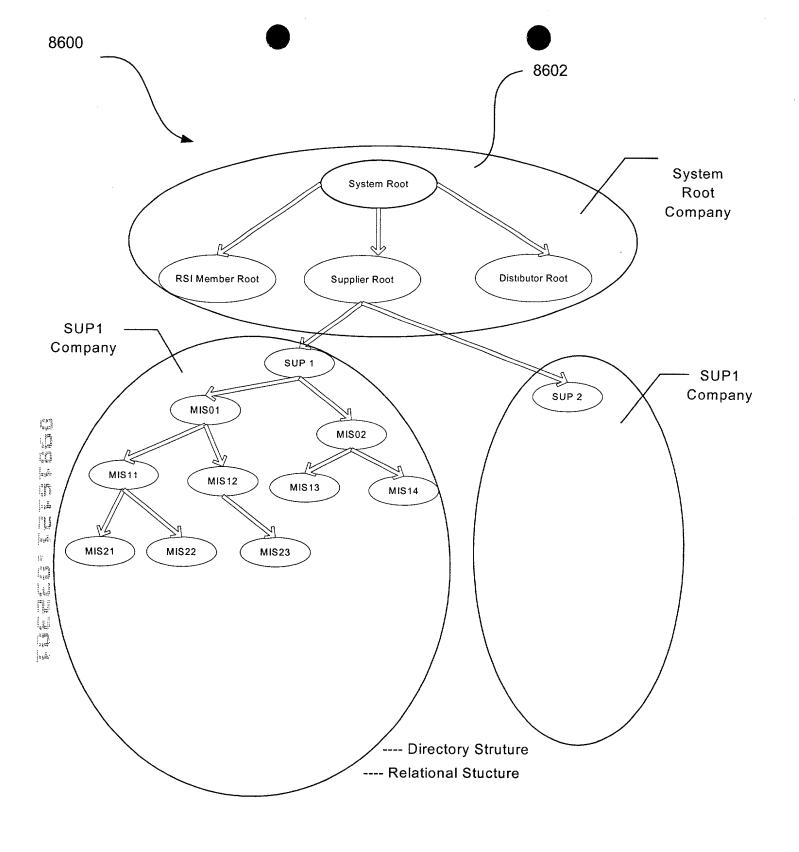


Fig. 86

Fig. 87

End

User Clicks

Move

Group

Insert as Child or New Level?

Enter New Group Information

Does the Group have Children?

Move with Children?

No

Display Error: Children must be moved first

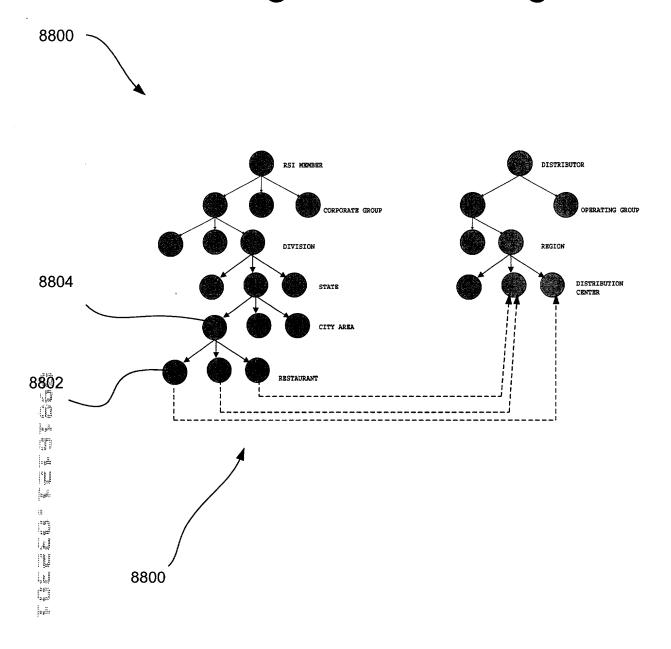


Fig. 88

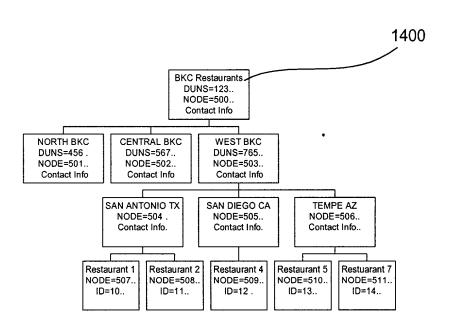


Fig. 89



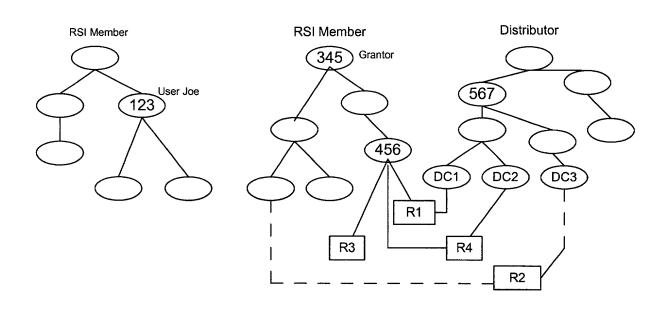


FIG. 90

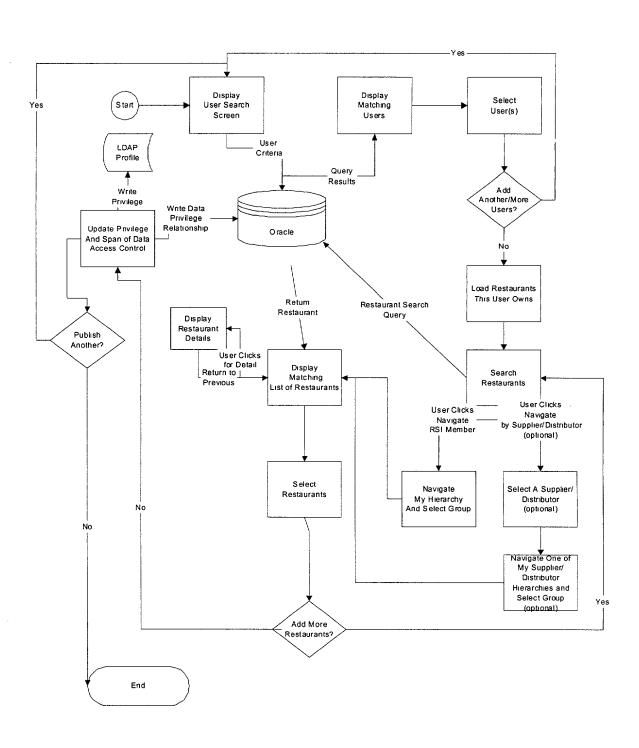


Fig. 91

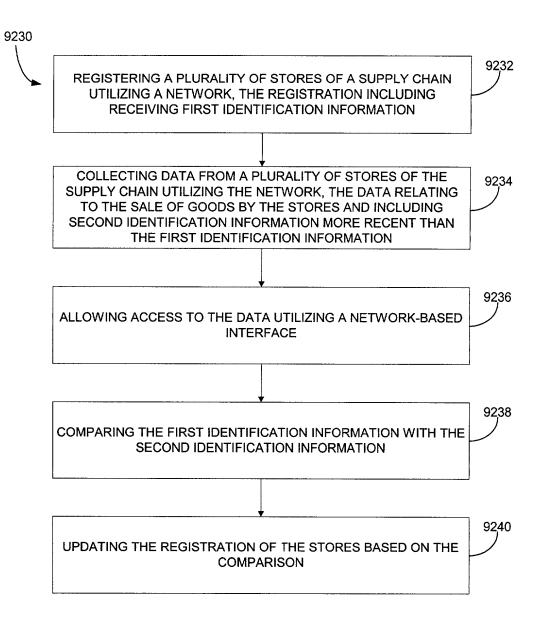


FIG. 92

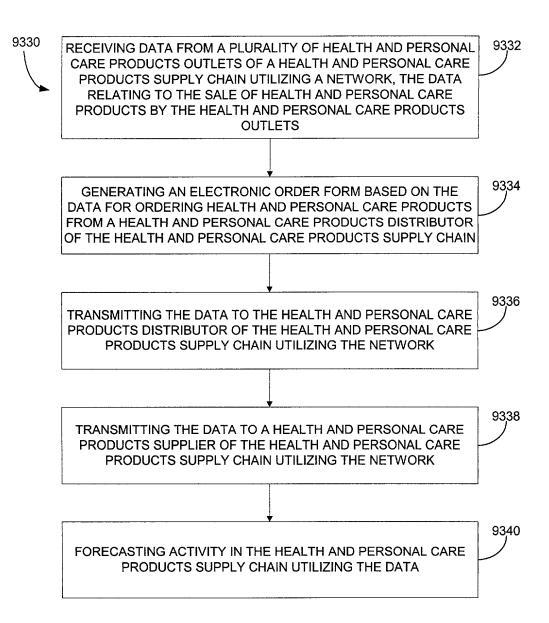


FIG. 93

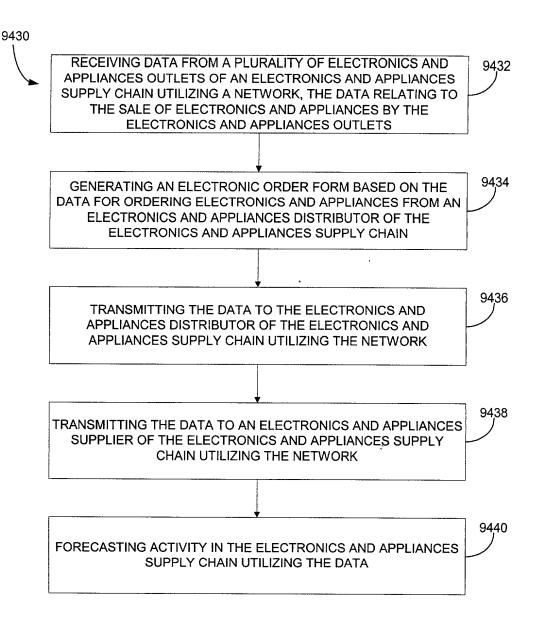


FIG. 94

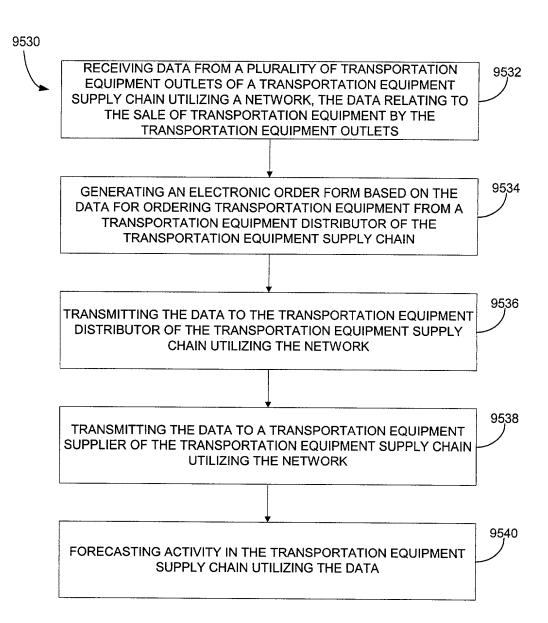


FIG. 95

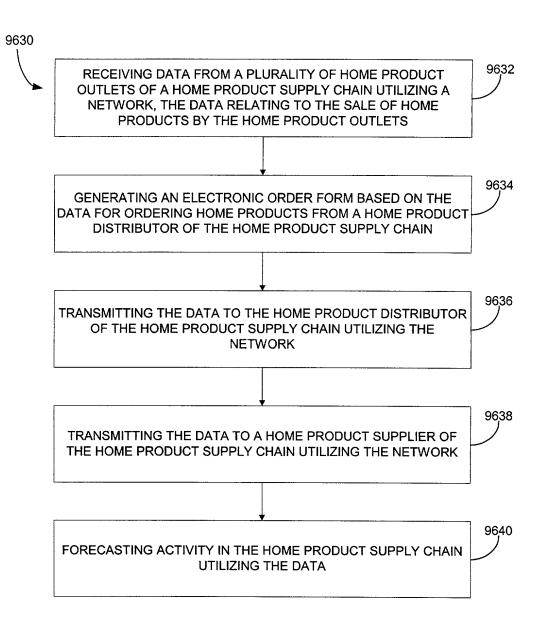


FIG. 96

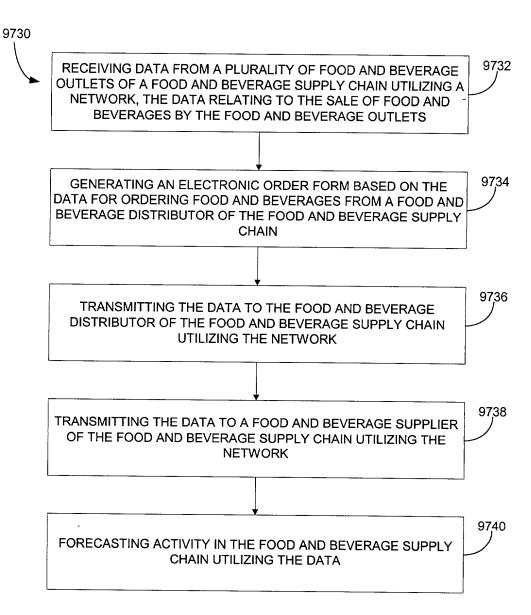


FIG. 97

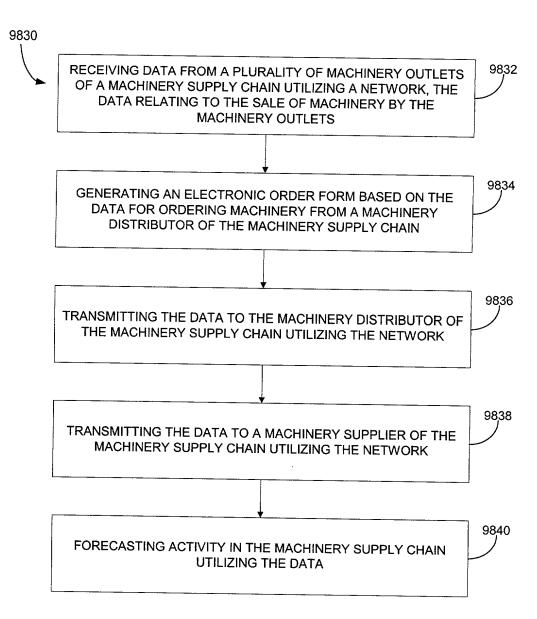


FIG. 98

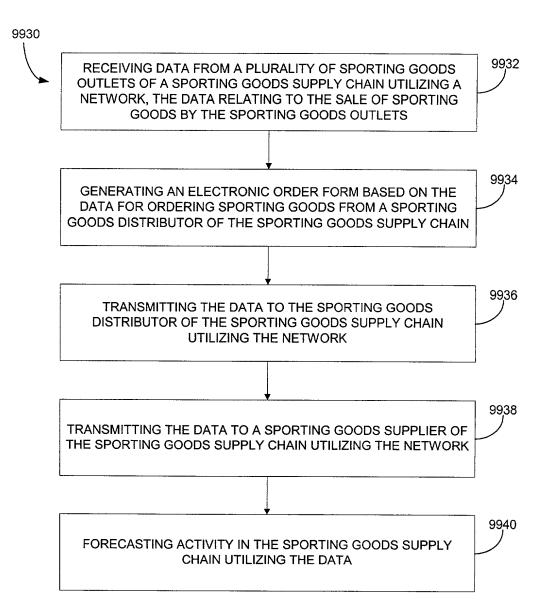


FIG. 99

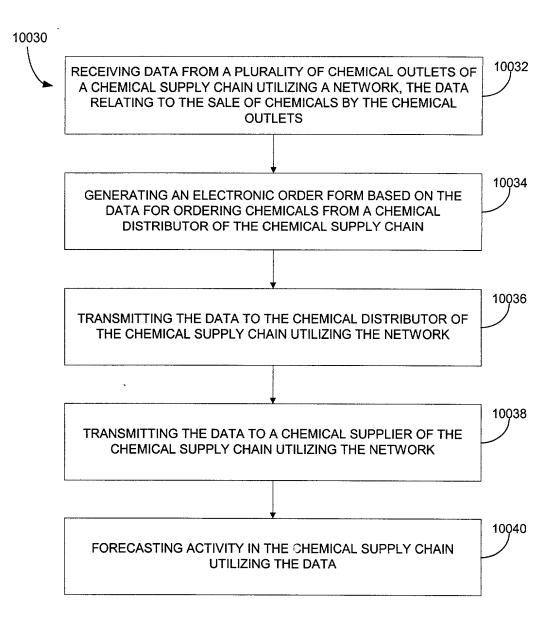


FIG. 100

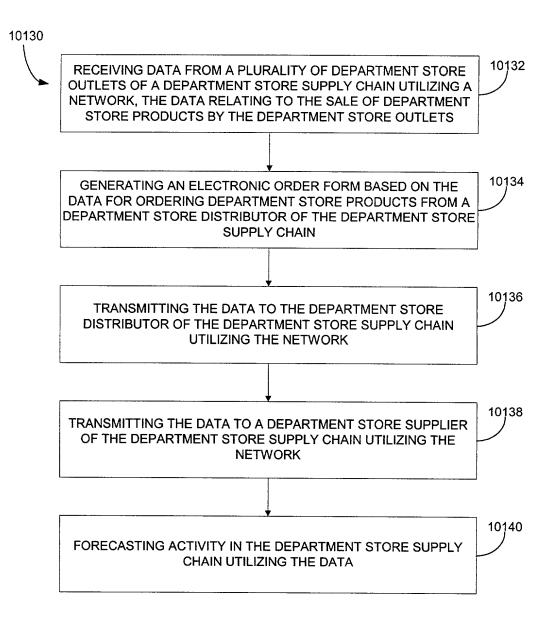


FIG. 101

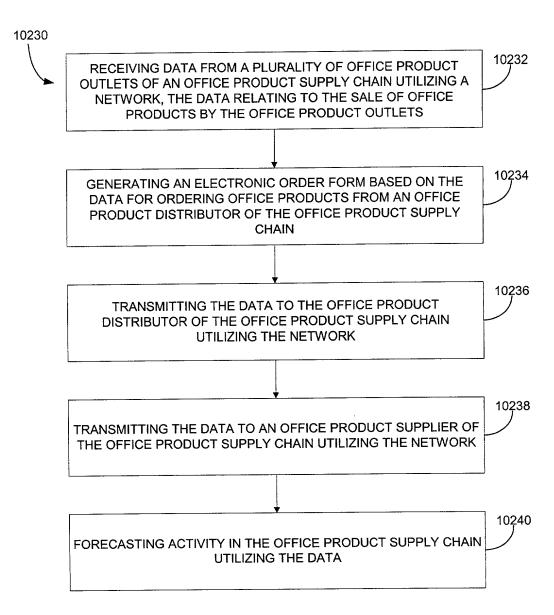


FIG. 102A

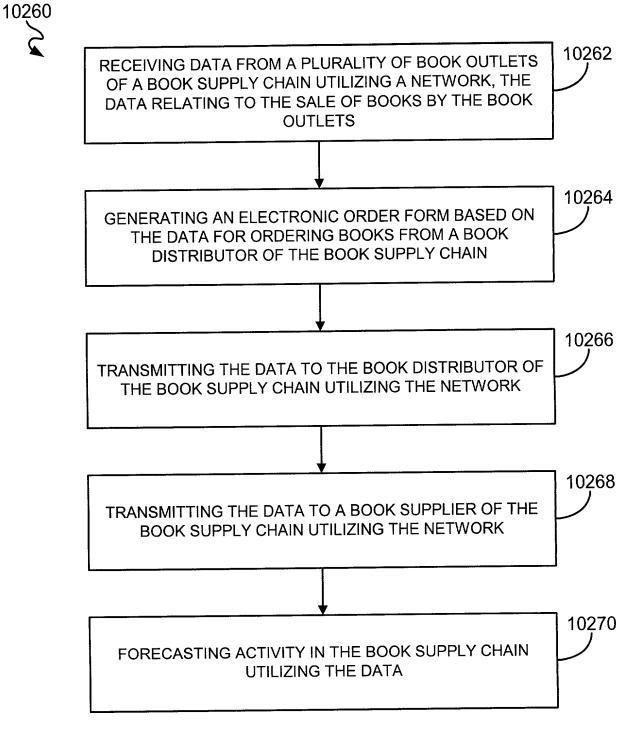


FIG. 102B

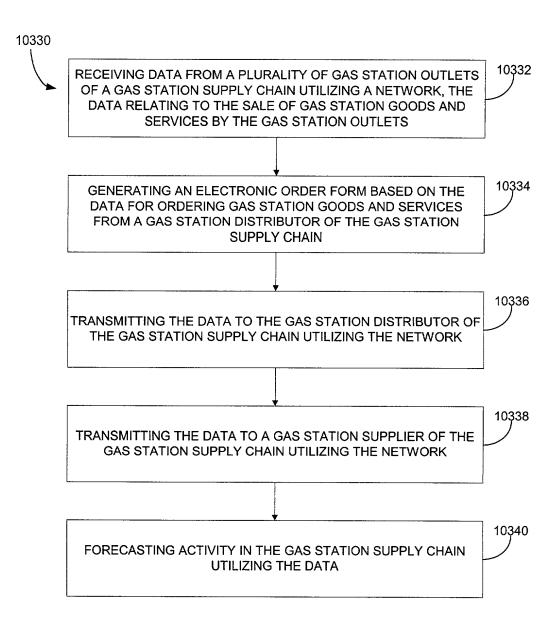


FIG. 103

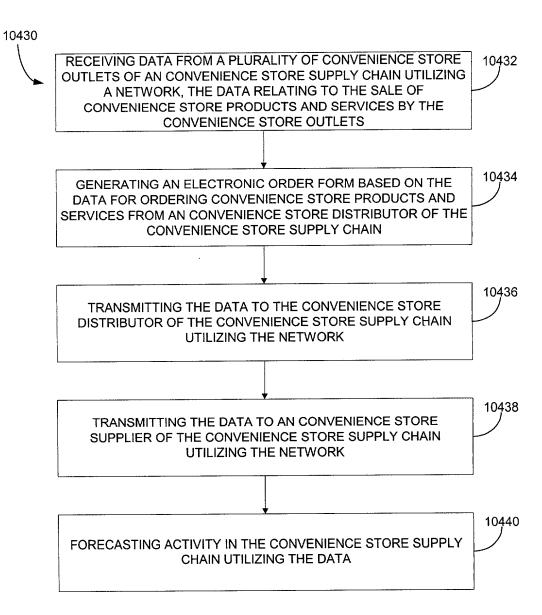


FIG. 104A

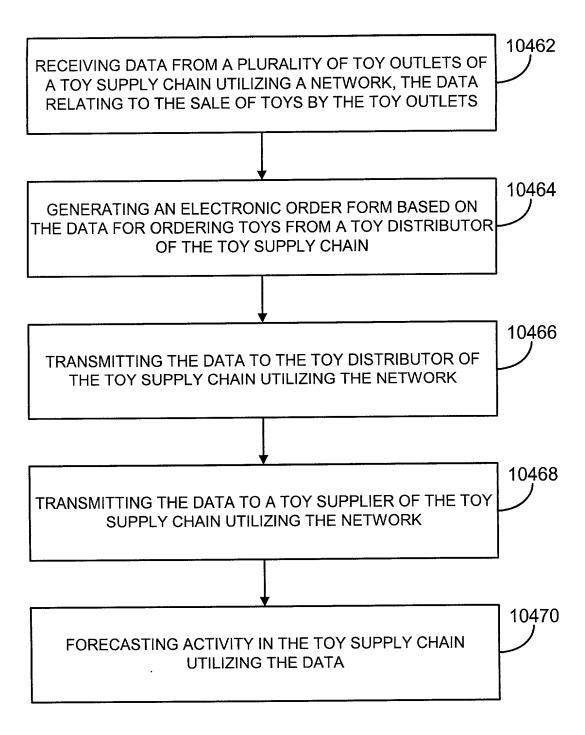


FIG. 104B

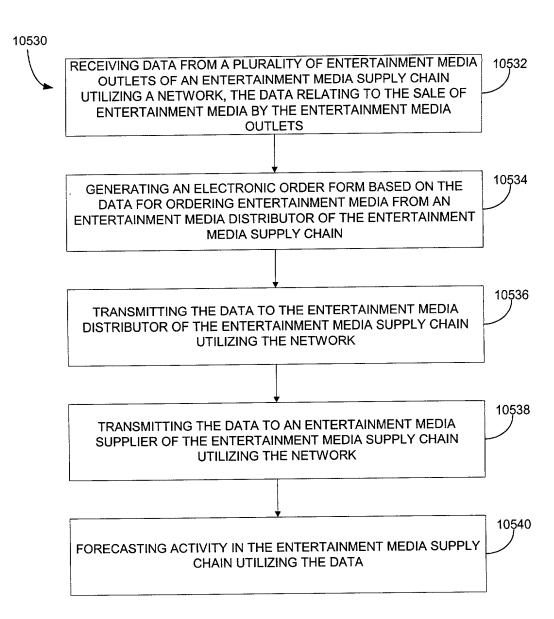


FIG. 105

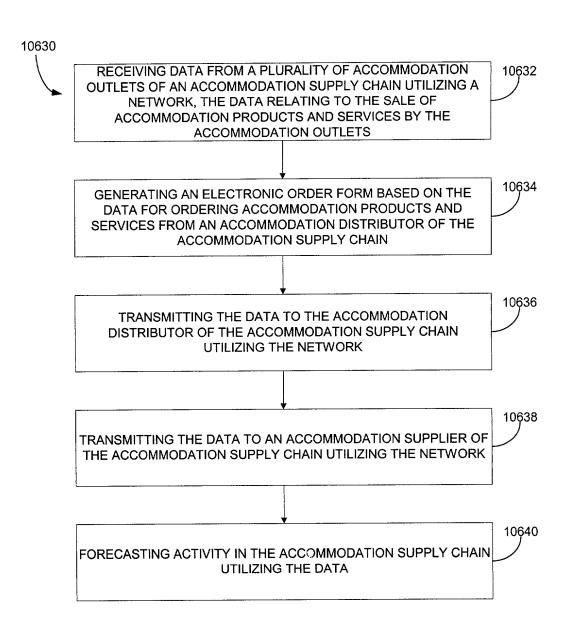


FIG. 106

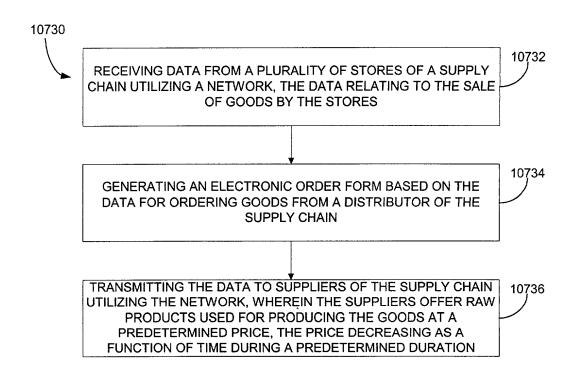


FIG. 107

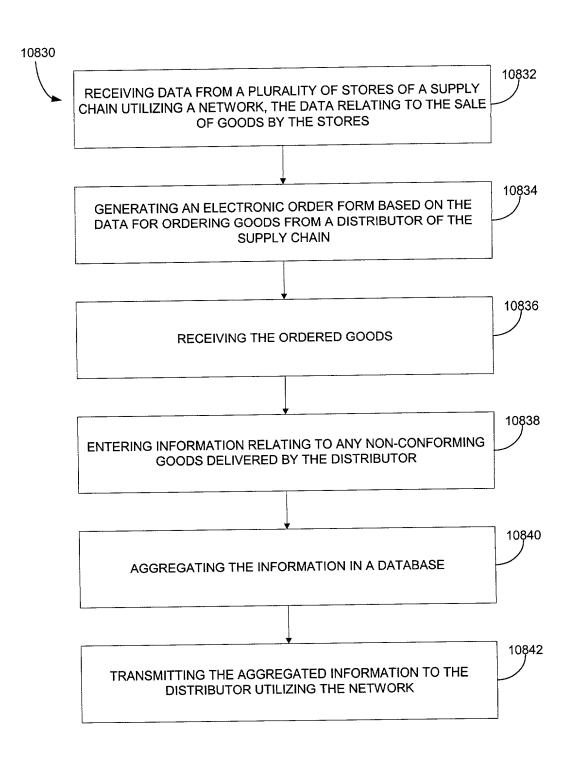


FIG. 108

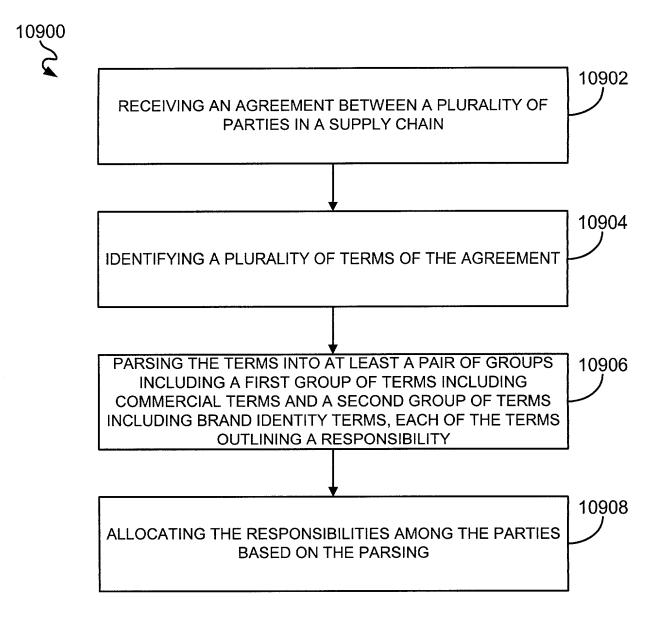


FIG. 109

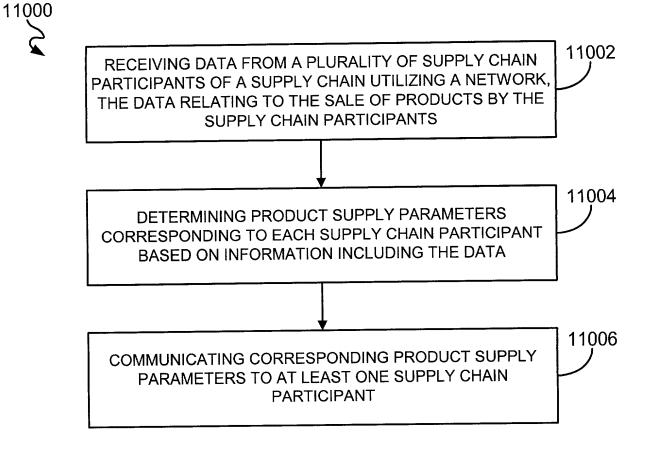


FIG. 110

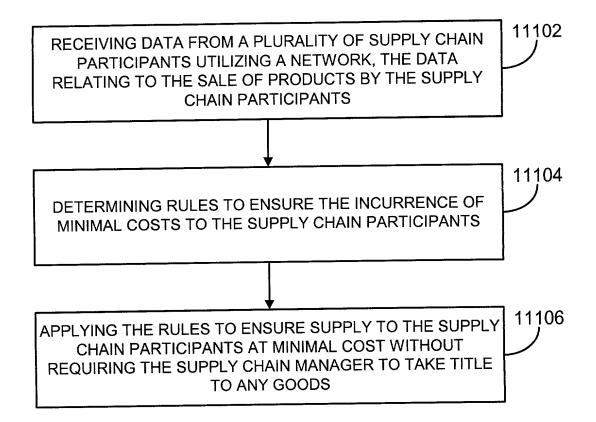


FIG. 111

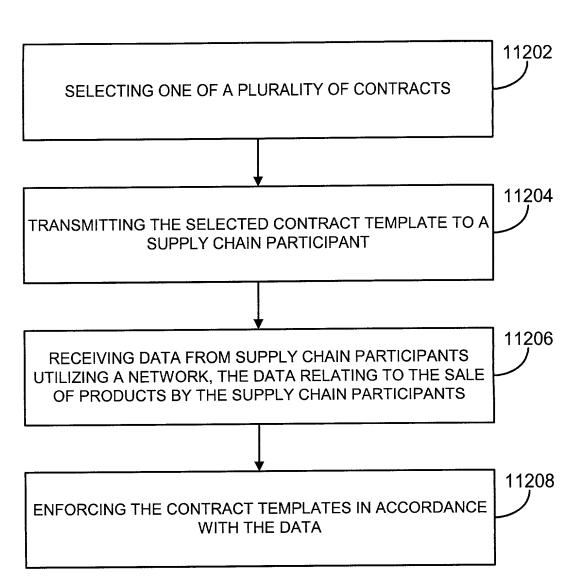


FIG. 112

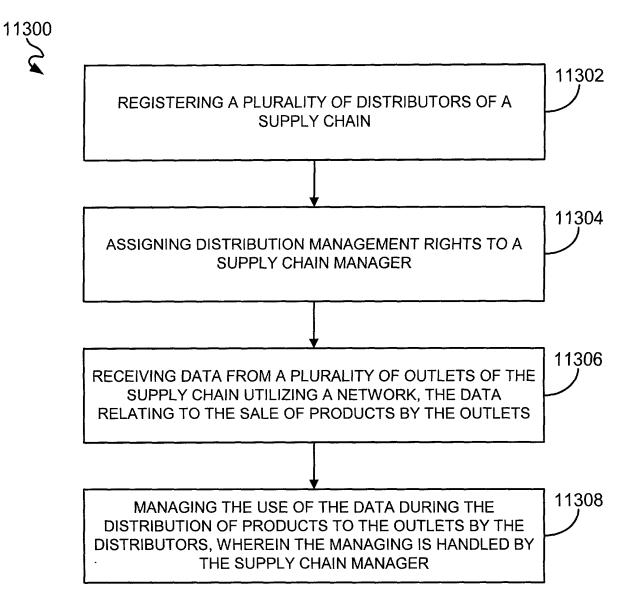


FIG. 113

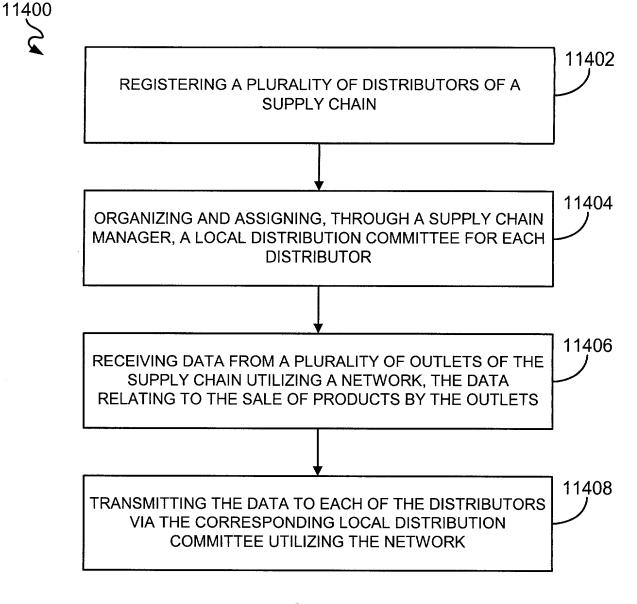


FIG. 114

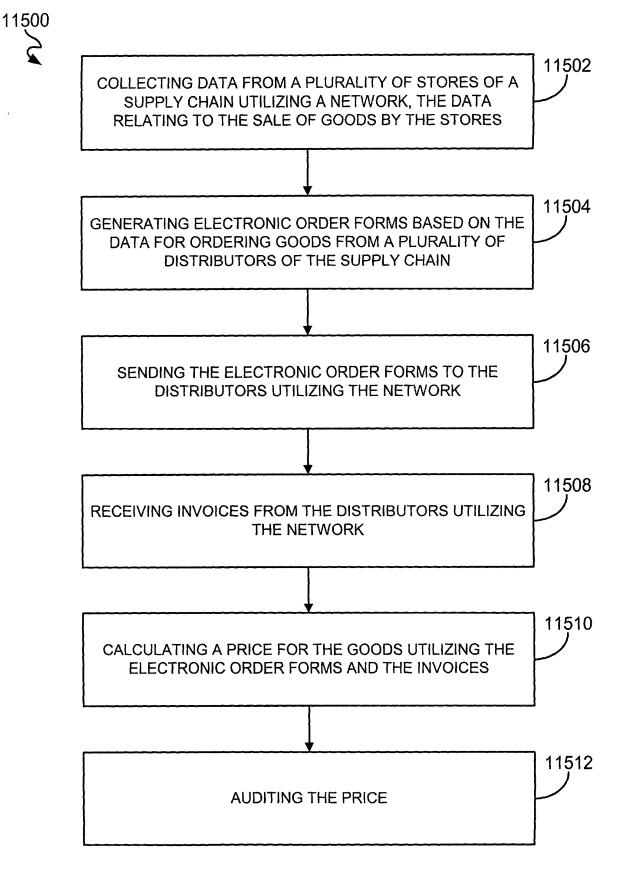


FIG. 115

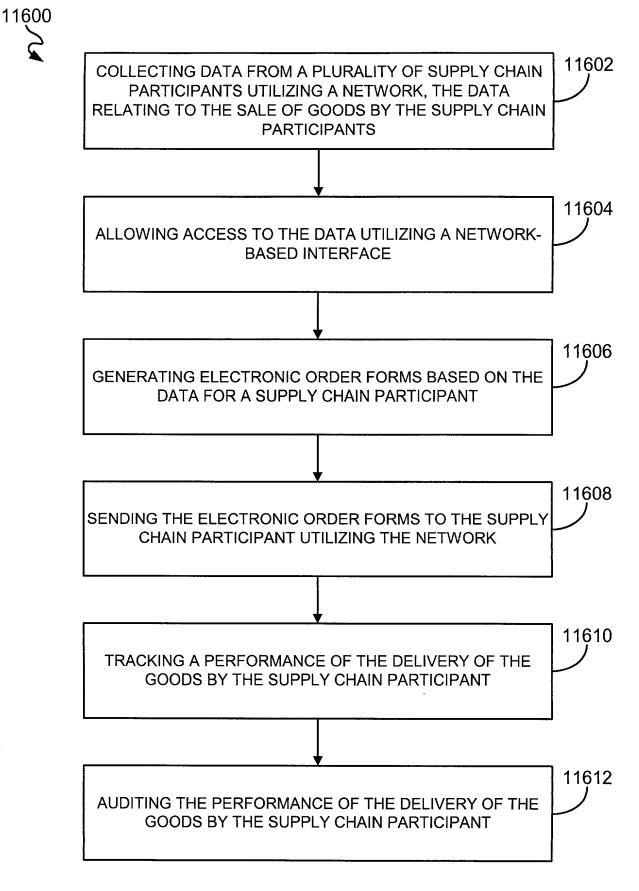


FIG. 116

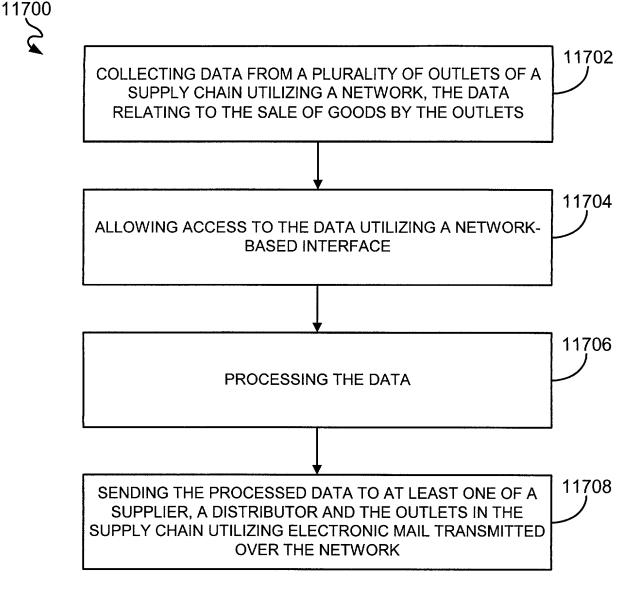


FIG. 117

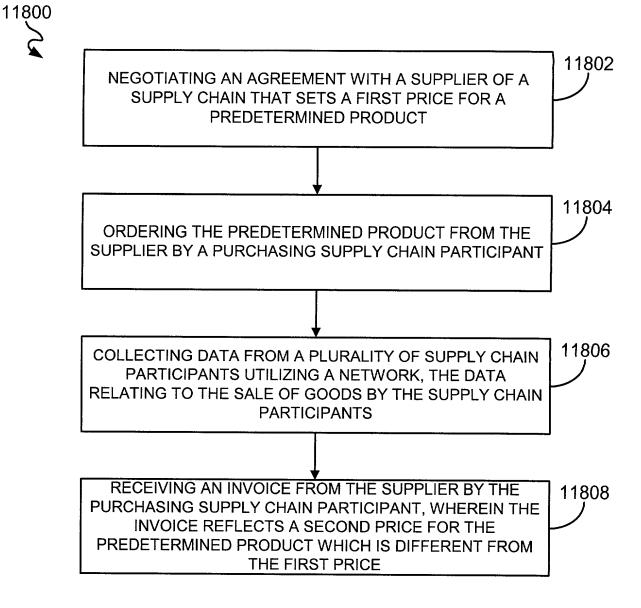


FIG. 118

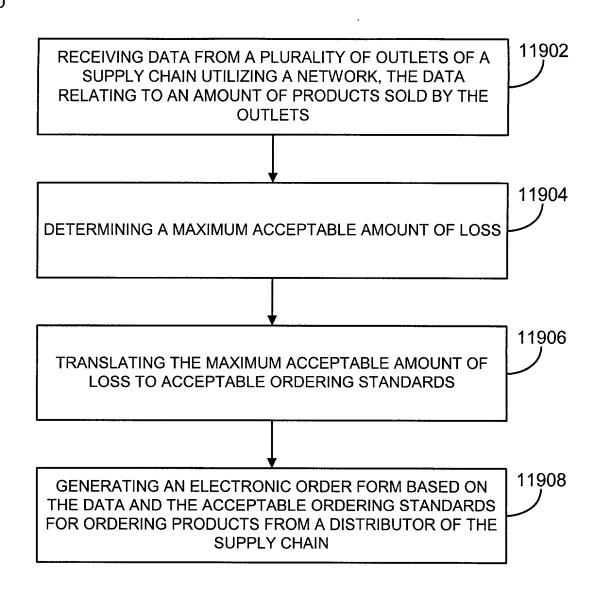


FIG. 119

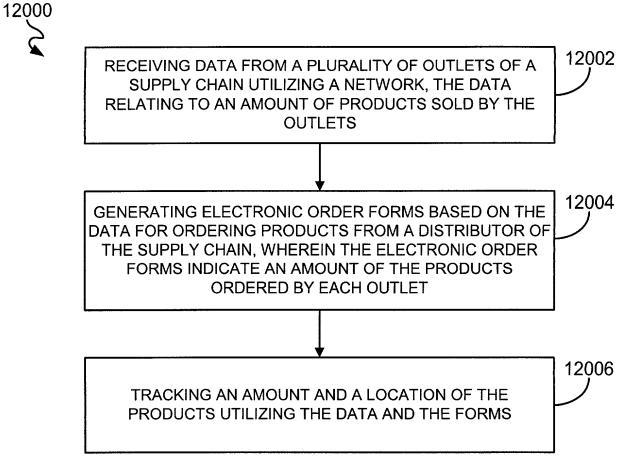


FIG. 120

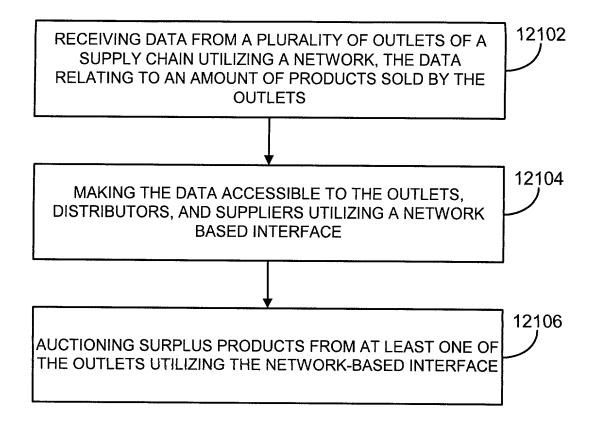


FIG. 121

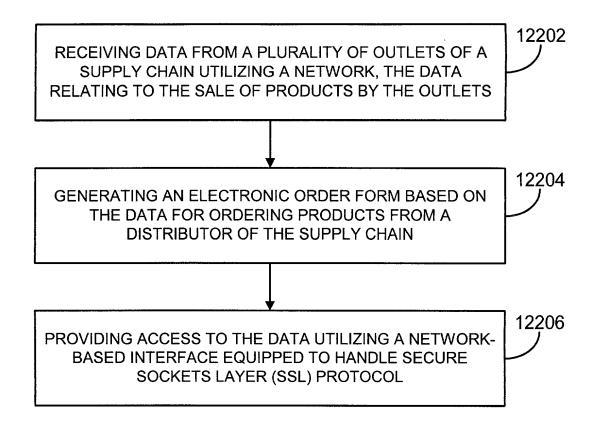


FIG. 122

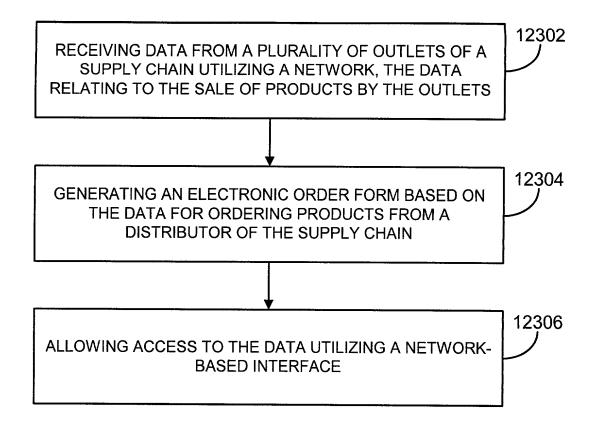


FIG. 123

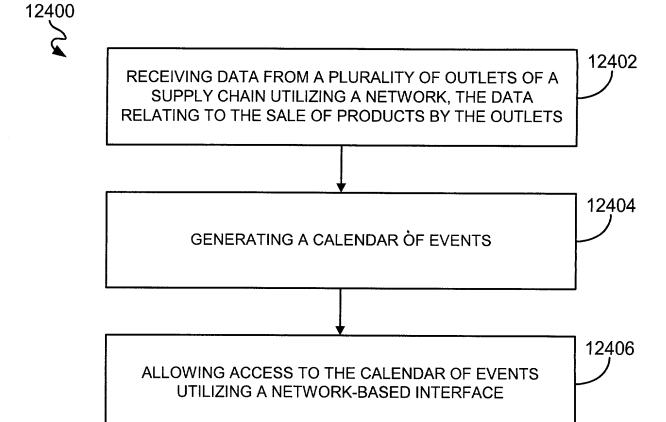


FIG. 124



FIG. 125

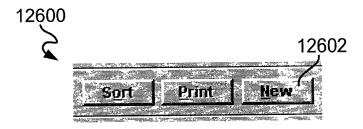


FIG. 126

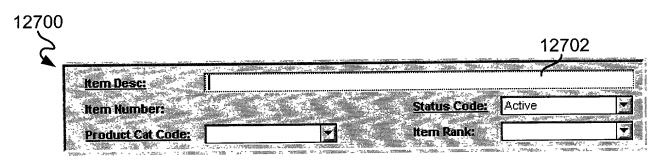


FIG. 127

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed Routing	Routing
Bag - Medium	4.85		5.08	3 T.
Bag - Large	6.7		6.93	3 T.L
Biscuits - Frozen	12.33		13.48	3 T.L
Brush - Pot, Long Handle	40.2		•	2 T.
Brush - Pot, Short Handle	24		25.39) TL
Carton - Breakfast	16.59) RDC
Carton - Large Fry	29.91	0.81		30.72 RDC
Carton - Medium Fry	18.92			2 TLMIN

FIG. 128

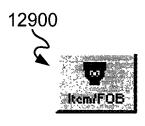


FIG. 129

Supplier Item Desc:	er Item Desc:			zs tem No:		
Current:	€ Yes: € No		Tie Oty:			
ttems per Case:	5000		High Qty:			
Innerpack Contents:	5/1000		Cases Per Pallet:			
Item Size:			Stacking Allowed:			
Case Length:			Universal Product Code:			
Case Width:			Cases Per Truckload:	1350		
Case Depth:			Net Weight:	39.00		
Case Dimension U.M:	INCHE(S)		Gross Weight:	39.00		
item Cube;	0.95 CUBIC FEET		Weight U/M:	POUND(S)		
ltem Shelf Life:			BarCode:			

FIG. 130



FIG. 131

Application Services and Applications of			245-1 2 February 1947 1942 - 1 School	An Andrew Commission of Commission Commissio	
Site Informa	linn S	ite ld: 16	200	FORS	hipping Point
Onto mitorrine					riibhiid r oitt
Maria	# MEDICEDY /E	FARMINGDALE	NIX		Manual
Manne	WINEUPERAE-	FARIVINGUALE	ן וע ז	Railroad	name:
Status:	Activo				
araras.	CUIVE			Kall Sidir	ngs:

FIG. 132

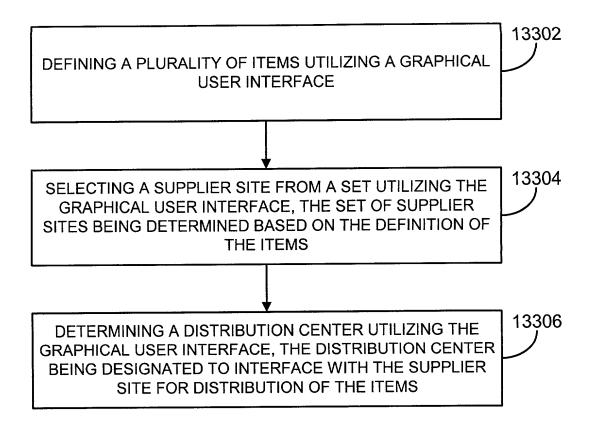


FIG. 133

Item: JARAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Fin.	i: 「
Override Rules: C Yes C No Apply By: Cell	
Oughting knies: . Tes	week - trappy

FIG. 134

13500

. DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34,6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800 Contract

FIG. 138



Min Ordr	TO UM TO	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

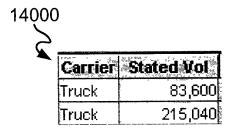


FIG. 140

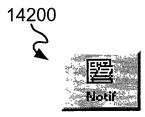


FIG. 142

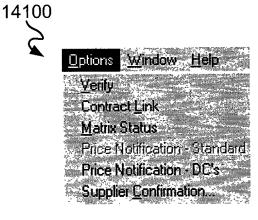


FIG. 141

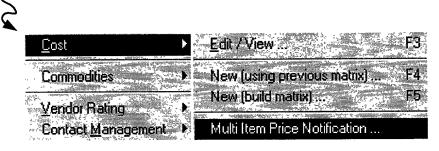


FIG. 143

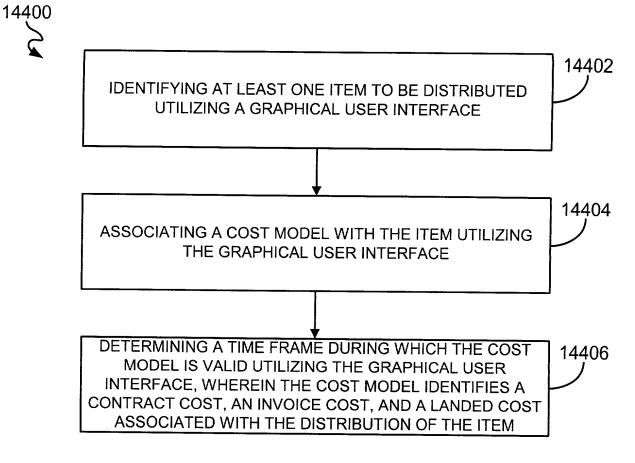


FIG. 144

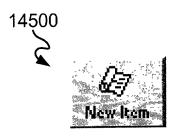


FIG. 145



FIG. 146

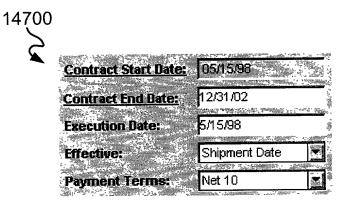
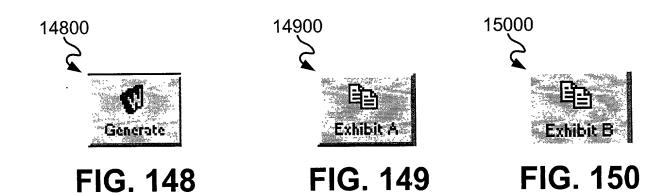


FIG. 147



Select the End Dates to Use on the Exhibit				
A STATE OF THE STA				
ltern Description	Cost Matrix Contract No End End Date End Date Date			
PEEF - 77%				
BEEF-WHOPPER 4.0 OZ	€ 2/24/08 € No Date			
BEEF-WHOPPER JR. 2.8 OZ.	C 8/1/98			

FIG. 151

15200

Options Window Help

New Items.

Delete Item.

Exhibit<u>A</u> Exhibits<u>B</u> Exhibits<u>C</u>

<u>R</u>eplacement Exhibit B

FIG. 152

15300

Exhibit C

FIG. 153

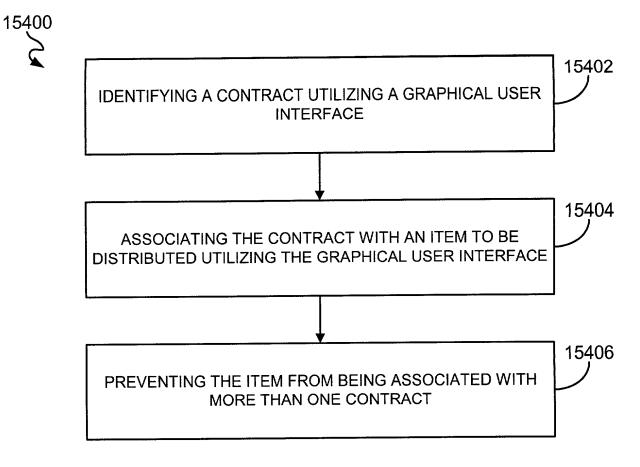


FIG. 154

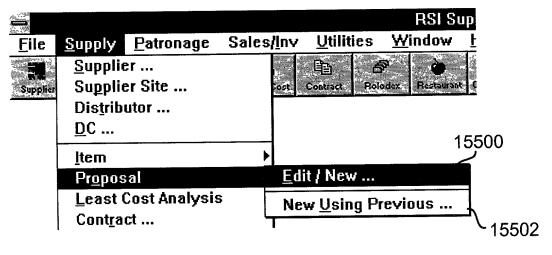


FIG. 155

岳	Proposal - Foam Hot Co	ups & Polys	styrene Lids	**
Main Info Items	Suppliers DEs FOB Price	DC/Rest.	Usage Templates	View Bid
<u>Proposal Informat</u>	<u>ion</u>			A STATE OF THE STA
Proposal II	D: 1021		Proposal Due Date:	D6/12/97
Proposal Name	Foam Hot Cups & Polystyrene L	ids	Contract Begin Date:	07/01/97
Büyer Namı	e: Dennis Clabby		Contract End Date:	06/30/98
Actions	The second secon		100	
	ction Description:			The Total
1 05/28/97 S	ent this bid to Dart and also sent a	request for inf	formation to WinCup.	7.5
	第二年,第二年			

FIG. 156



FIG. 157

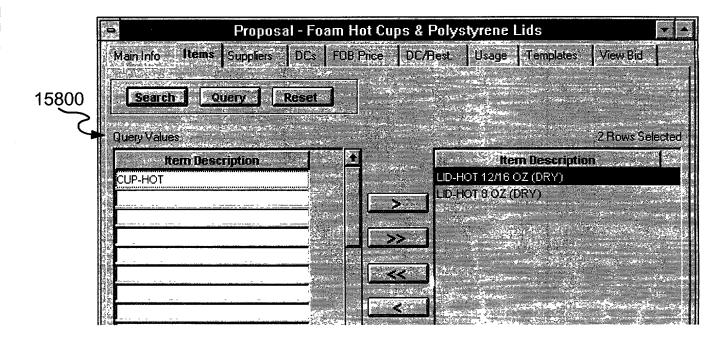


FIG. 158

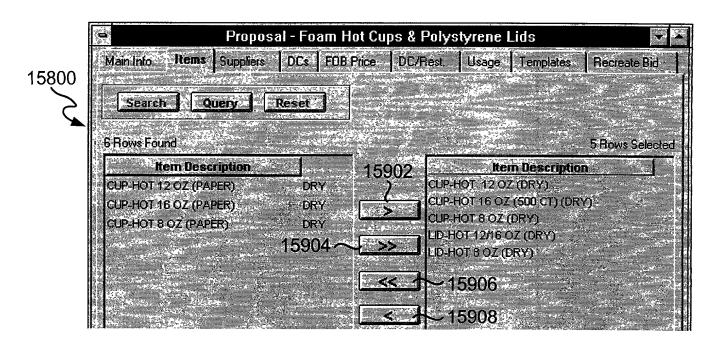


FIG. 159



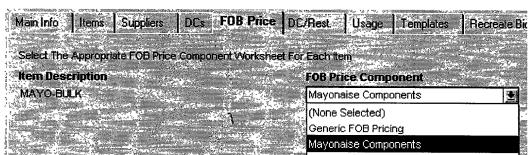


FIG. 160

lten		Growth %	Gross Wgt.	Item Cube	Contract Perio	<u>d</u>
CHICKEN-BK BROILER	2000	5.00%	22	1.26	09/01/97 to 12/3	1/97
CHICKEN-PATTY		7 00%	37.00	1.09	70 -	
CHICKEN-TENDERS		0.00%	25.00	1.06	1460	
Distribution Center	A CONTRACTOR OF THE PARTY OF TH	jected C . Count Fi	The second secon	# DC/Item Growth	The same of the sa	*
POST-ALBUQUERQ.	576	30 9	9.34% 6.	03 5.00%	755	
POST-DENVER	833	39 9	9.05% 6	68 5.00%	1,083	
POST-SALT-LAKE	116	2 8	0.00% 5	46 5 00%	37	

FIG. 161

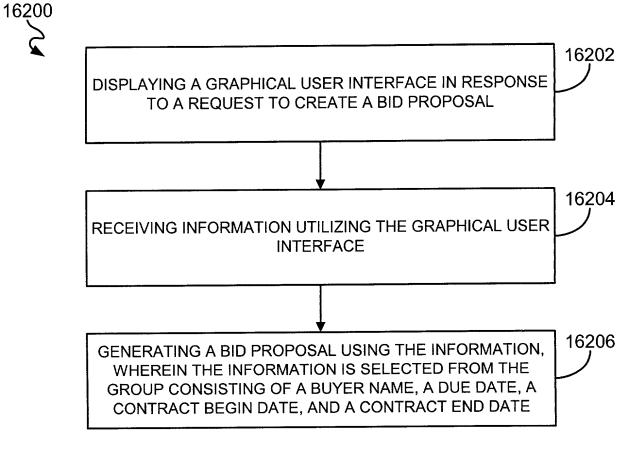


FIG. 162



FIG. 163

	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter		- 5)*	TY.
General Terms and Conditions		? (5)	$A_{ij} = A_{ij} + A_{ij}$
Usage Estimates	2.11		$A_{ij} = A_{ij}$
Supplier Facility Worksheets	22		* 1 N
Item Information Worksheets	7-25		$(-N^{\log k}) = -$
Sample Supply Agreement		. 2	\mathbf{N}
BK Specification Request		2 .	\mathbf{N}_{m}
FOB Price Component		9	$\sum_{i=1}^{n} \sum_{j=1}^{n} \sum_{i=1}^{n} \sum_{j=1}^{n} \sum_{j=1}^{n} \sum_{j=1}^{n} \sum_{i=1}^{n} \sum_{j=1}^{n} \sum_{j$
Truckload Freight Worksheet	2		\mathcal{M}
LTL Freight Worksheet	?		$N^{(a,b)}/N^{(a,b)}$

FIG. 164

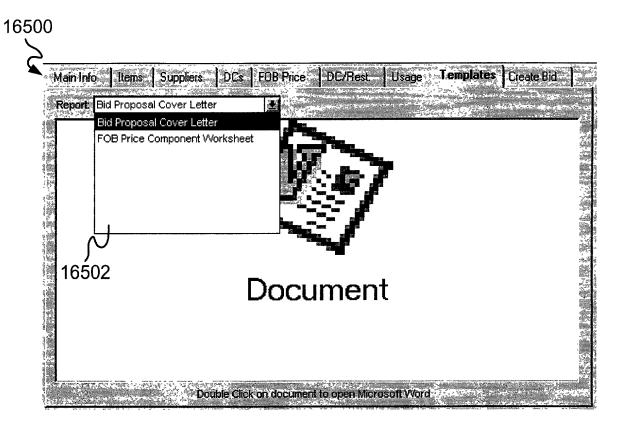


FIG. 165

16600	$\overline{}$	Micro:	soft W	ord - De	cument	in Bid Pro	posal Co	ver Lett	er
	0	<u>F</u> ile	<u>E</u> dit	⊻iew	<u>I</u> nsert	F <u>o</u> rmat	<u>T</u> ools	T <u>a</u> ble	<u> </u>
Ć	3	<u>N</u> ew	f				Ctr	I+N	a el
`	署	<u>О</u> ре	n				Ctr	I+O	
	In	<u>C</u> los	se and	Return	to Bid F	roposal C	over Lett	ter 🖳	名 :
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	100 100 A	Sav	e Cop	y <u>A</u> s				<u>i-</u>	

FIG. 166

Suppliers DCs FOB Price DC/Rest Usage Bid Proposal Sent Bid Proposal Will Include Checked Documents Cost General FOB Price Component Worksheet 🗆 🗵 X **Bid Proposal Cover Letter** Truckload Freight Worksheet X X General Terms & Conditions X LTL Freight Worksheet X Usage Estimates X Supplier Facility Worksheet **Blank Sheets** X Supplier Facility Worksheet X Item Information Worksheet X **Kern Information Worksheet** X Sample Supply Agreement X FOB Price Component Worksheet X **BK Specification Request** X Truckload Freight Worksheet X LTL Freight Worksheet will be printed. LTL Freight Worksheet by system if necessary

FIG. 167

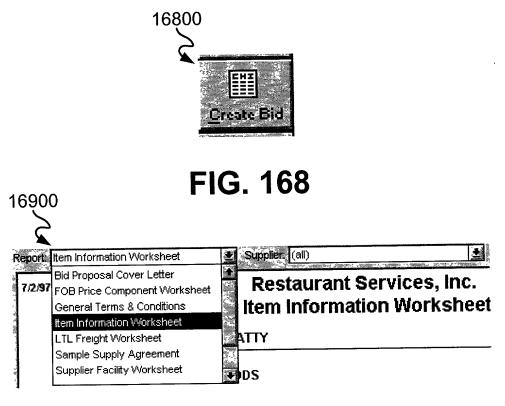


FIG. 169

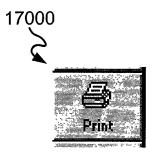


FIG. 170



FIG. 171

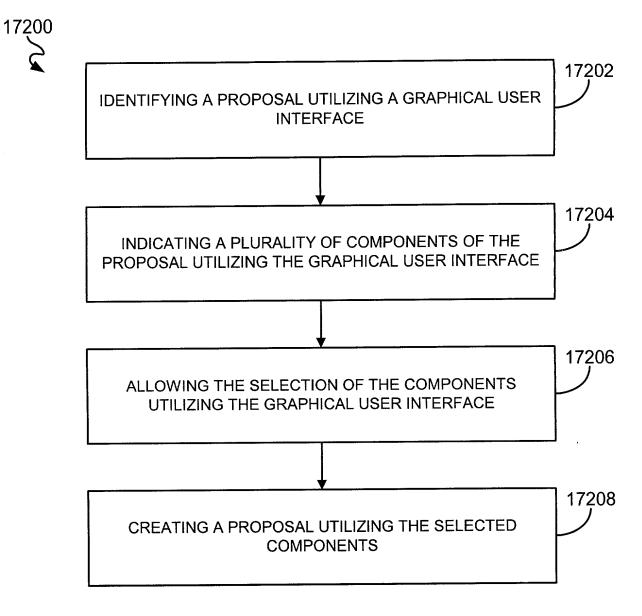


FIG. 172

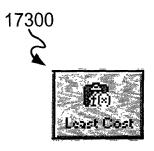


FIG. 173

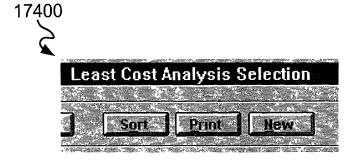


FIG. 174

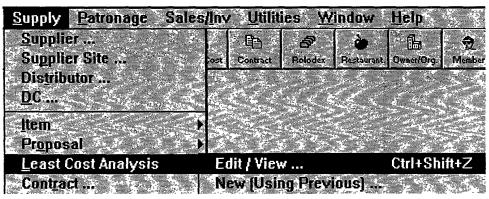


FIG. 175

Bid Proposal Name: ((None)	17600
A STANDARD AND A STANDARD A STANDARD AND A STANDARD A STANDARD A STANDARD AND A STANDARD A STANDARD AND A STAND	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
- 1、	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

FIG. 176

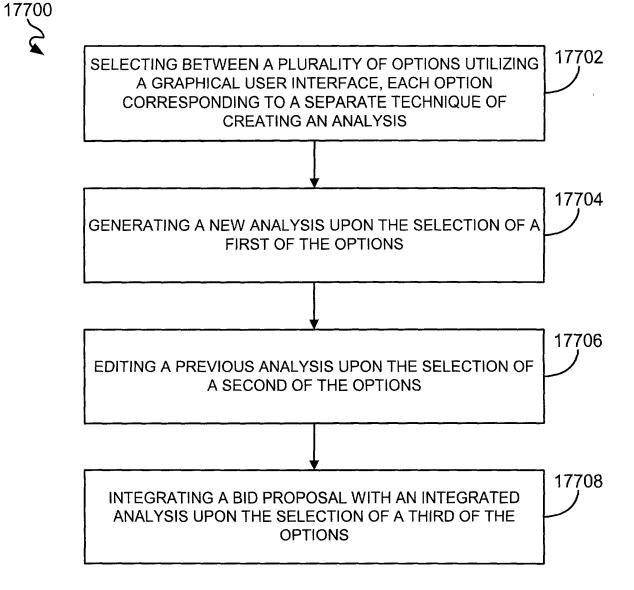


FIG. 177

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	Buyer: Den	nia i janny		m
The second secon				\tilde{x} u
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FIG. 178

***			STATE OF THE STATE	
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8	0.0000	arge (Downcharge) ?	hat is the RSI Invoice FOB Upch	Ų
	No 🔀	on?	erride RDC Truckload Validati	Č
		and 7	and the state of t	14.5
200	9/15/97 1:04 PM	Last Revision:	olution Strategy: Standard	- 5
		on? Last Revision:	rerride RDC Truckload Validati Slution Strategy: Standard	14.5

FIG. 179

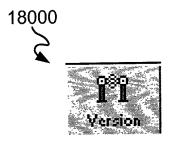


FIG. 180

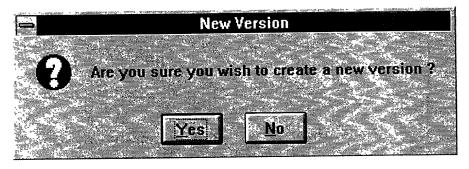


FIG. 181

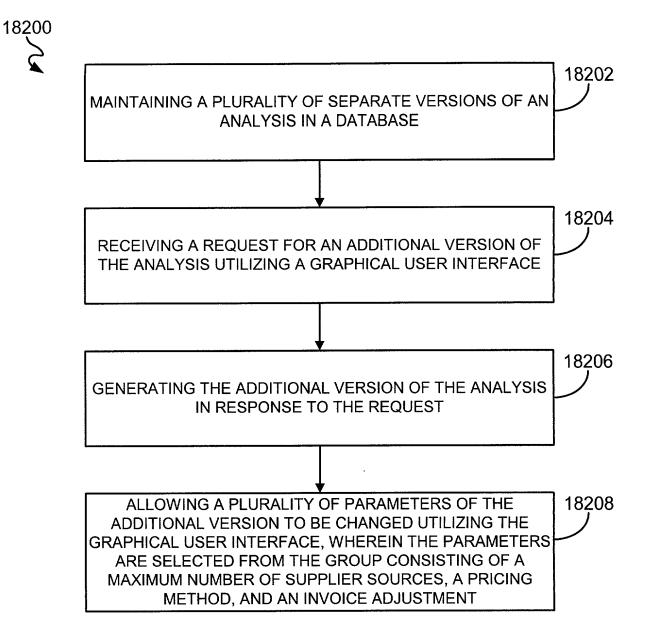


FIG. 182

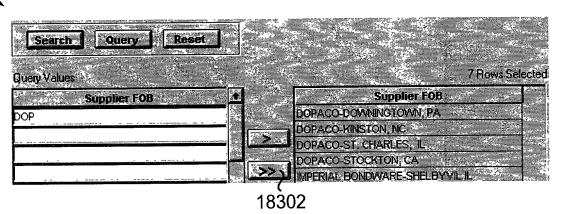
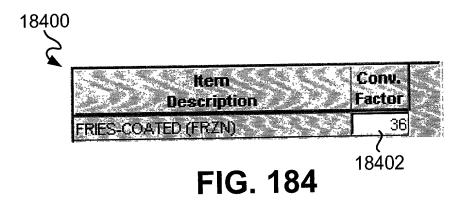


FIG. 183



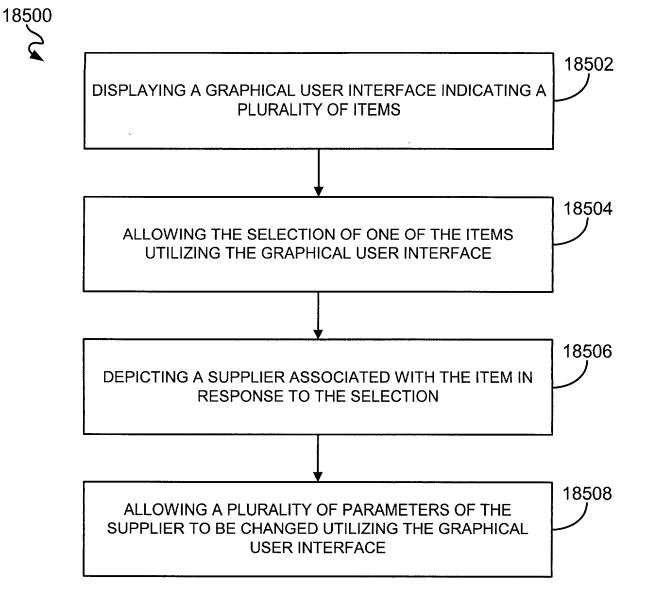


FIG. 185

CUP-COLD 16 OZ CUP-COLD 22 OZ	Supplier FOB DOPACO-DOWNINGTOWN, PA DOPACO-BOWNINGTOWN, PA	
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA	
Supplier Item Desc: 16 OZ COLD CUP	Item No:	
Items per Case:	Tie Oty:	5 -
Innerpack Contents: 1200	High Oty: Cases Per Pallet:	25
item Shelf Life:	Stacking Allowed:	
Case Length: 22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width: 15.125	Cases Per Truckload:	769
Case Depth: 17.75	Gross Weight:	29.28 POUND(S)
Case UM INCHE(S)	Net Weight:	27.28 POUND(S)

FIG. 186

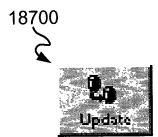


FIG. 187

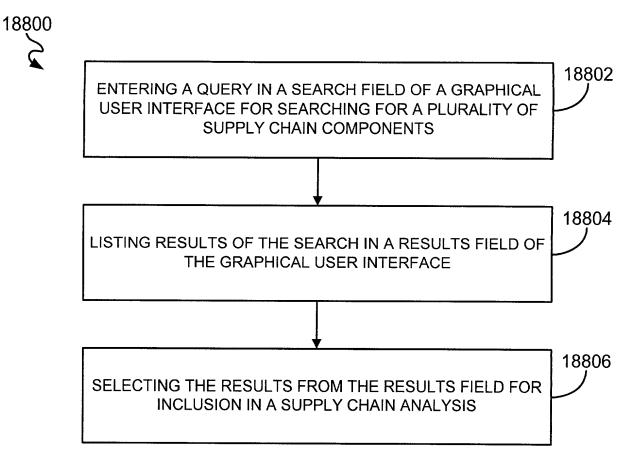


FIG. 188

1	8900
	ر ر

Supplier Te	rms .	SLPÆ	LT	Minimum	Maximum	Inclui	ie t
CAVENDISH FARMS	差	Pallet	1			⊕ Yes (No
J.R. SIMPLOT COMPANY	2	Pallet	4			O Yes (No.
LAMB-WESTON, INC.	IJ	Pallet	2	200,000,000		O Yes) No
							*
Supplier FOB	402	-4		Minimum	Maximum	Inclu	ie 📗
LAMB-WESTON, INC. PASCO, WA			**	90,000,000	110,000,000	● Yes(No
LAMB-WESTON, INC -RICHLAND WA				0		Yes (
LAMB-WESTON, INCAMERICAN FA	LLSID		-44	90,000,000	110,000,000	• Yes (No

FIG. 189

Supplier Te	erms SLP/I	LT	Minimum	Maximum	Inch	ide	
MCCAIN FOODS	🚨 Pallet				O Yes	O No	ĺ
NESTLE FOOD COMPANY	🛂 Pallet	3			Yes	C No 📗	ŀ
ORE-IDA-FOODS	₹ Pallet	E	225,000,000		• Yes	O No	
		, ii	- 1-4-C	77.3			
Supplier FOB			Minimum	Maximum	Inch	ide	
VICCAIN FOODS; LTD. PRINCE EDW.			18,000,000	30,000,000	O Yes	(€) No	
MCCAIN FOODS,LTD. PORTAGE LE	The state of the s		45,000,000	50,000,000	O Yes	O No	
MCCAIN FOODS, INC-OTHELLO, WA	· 100		27,000,000	132,000,000	① Yes	O No	

FIG. 190

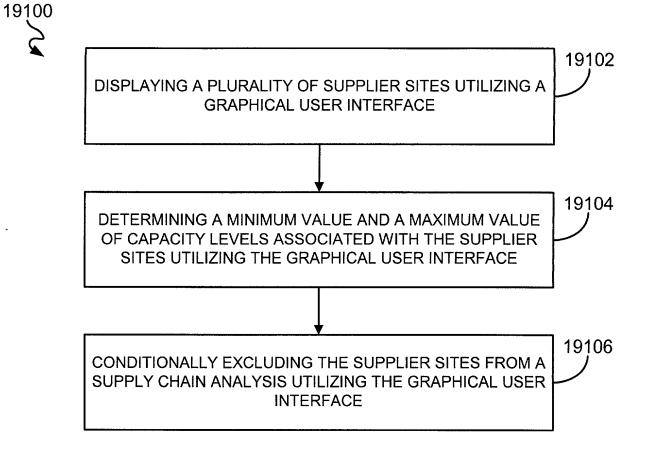


FIG. 191

Supplier	# Volum	8	ALC: K	
HUDSON INDUSTRIES	0			
NTERNATIONAL DIVERSEFOODS	O - rena	11 2 51 5		
SUPERIOR COFFEE & FOODS	0			
Supplier FOB.	·		Cont FOB #	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK		8.4200 0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TAR	TAR	9.2300 -0	t te

FIG. 192

Supplier	# Volu	me	7.	**************************************
SSI FOOD SERVICES	0 D			
TEXAS AMERICAN FOOD SERVICE	0			
WHITEFORD FOODS	0-1			
		7.00		
Supplier FØB	lte:	m	Cont FOB #	Volume
TEXAS AMERICAN FOOD SERVICE-TX	DEEF - 77%		1.0026	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%		1.0016 1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	DEEF - 77%		1.0010 2	2,508,000

FIG. 193

Supplier	# Volume		
VENTURA FOODS	0.5		1
VENTURA FOODS	1 100,000		
		to the second	
Supplier FOB	ltem	Cont FOB #	Volume
VENTURA FOODS-CHAMBERSBURG PA	MAYO-BULK	8.9400 0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400 1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100 0	
VENTURA FOODS-CHAMBERSBURG, PA.	SAUCE-BULK TARTAR	9.4100 1	49.50
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200 0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	\$7.50 m
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800 1	7.5

FIG. 194



item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED.	LAME-WESTON, INC. PASCO, WA
Distribution Center	Delivered # Volume
AMERISERVE-OMAHA, NE	0.3750 0 0
AMERISERVE-PLYMOUTH, MN	0.3850 0 6 2 0
AMERISERVE-WAUKESHA	0.3670 2.0
FLEMING FOODS-KAPOLE	0.4725 _ 0
KING PROVISION-ATLANTA	0.3950 0 0

FIG. 195

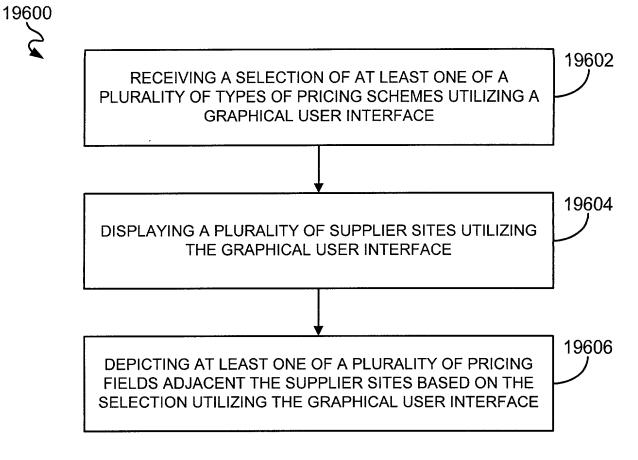


FIG. 196

Total Rest: Growth Amount 5 00% 19702	Usage Period 09/01/97 to 08/31/98	Confliction		
Distribution Center	Current Rest, Count	Restaurant Growth %	Projected Avg. ** Rest. Count	T.
AMERISERVEPOST ALBUQUERQUE		5,00%	28 / .	1
AMERISERVE/POST-DENVER	35	5 00%	37	Ĭ
AMERISERVEIPOST-SALT-LAKE,UT	2	5.00%	2	4
AMERISERVE-OMAHA, NE	166	5.00%	174	

FIG. 197

	ltem .	e Company Company	ltem	Growth	% : Us	sage Period	
CHICKEN-PATTY				_	00.0		
						-/4	The second
Distribution —Center	Previous Usage	Projected Rest. Count			DC/Item Growth	Projected Usage	3
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	-
AMER-PLYMOUTH	37,141	177	100.00%	18,30	5.00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

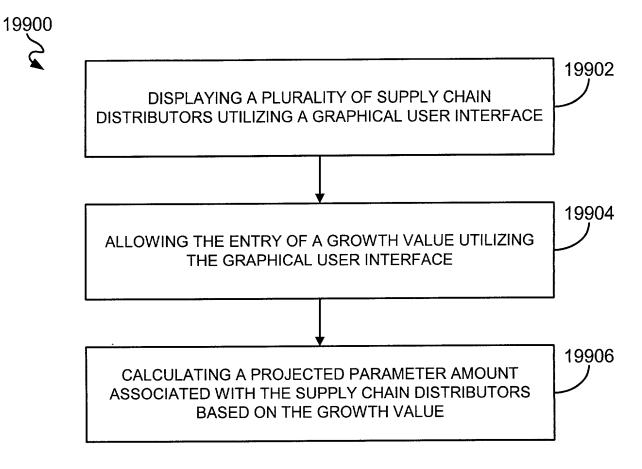


FIG. 199

200	00
•	
	د ہ
	(

Supplier FOB		Address	1
CAVENDISH FARMS	Dieppe	NB	E1.46X4
UR SIMPLOT COMPANY-HERMISTON, OR		OR	99999
LAMB-WESTON, INC. AMERICAN FALLS II	D American Falls	D.	83211
Distribution Center	Lane Restrictio	n e Ho	inor TL Rate
AMERISERYE/POST-ALBUQUERQUE	🔘 Solver 🔝 Required	Excluded	
AMERISERVE/POST-DENVER	O Solver O Required	Excluded	
AMERISERVE/POST-SALT LAKE,UT	🔘 Solver 🐥 🔘 Required	Excluded	
AMERISERVE-OMAHA NE	🔘 Solver – 🔘 Required	Excluded	· 🗖 7
AMERISERVE-PLYMOUTH, MN	O Solver 💛 Required	Excluded	5

FIG. 200

20002

20100

Supplier FOB		Address	3 (1949)
CAVENDISH FARMS J.R. SIMPLOT COMPANY-HERMISTON, OR	Dieppe :::: Hermiston	NB OR	E1A6X4 99999
LAME-WESTON, INCAMERICAN FALLS ID	American Falls	No. 20 ID	83211
Distribution Center	Lane	Restriction	10.40 A-10.00
AMERISERVEIPOST-ALBUQUERQUE	Solver ©	Required 🔘 Exclu	ided
AMERISERVE/POST-DENVER	● Solver ○	Required 🔘 Exclu	ıded

FIG. 201

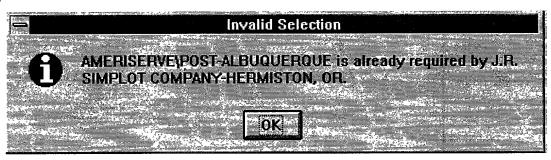


FIG. 202

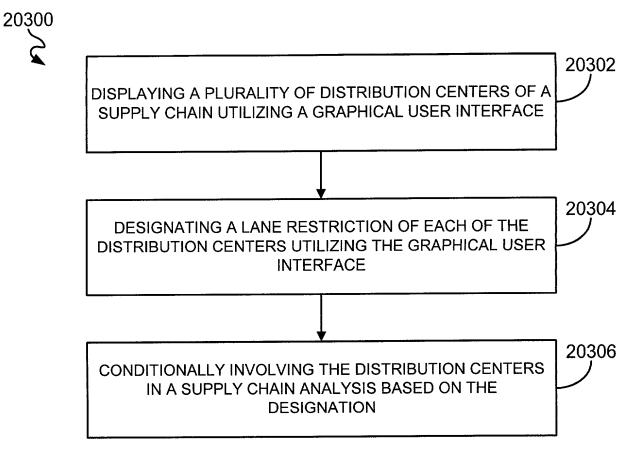


FIG. 203

Supplier FOB		Address	3 5	7
CAVENDISH FARMS	Dieppe =		NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston		OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	4-200	D+	83211
Distribution Center	Truckload Lane Freight Distance			
AMERISERVE POST-ALBUQUERQUE	1,617			
AMERISER VEPOST-DENVER	1,277		J.	
AMERISERVEIPOST-SALT LAKEJUT	691	100		

FIG. 204

O.K. FOODS-FORT S	policy ROB MITH AR		Fort 9	Smith	Addre	AR	72904
TYSON FOODS-GRE	EN FORREST,	AR	Gree	n Forest		AR	72638
TYSON FOODS-RUS	SELVILLE AR		Russ	elville		AR:	72801
Distribution Center	Weight	LTL Inimum				10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000	e de la como en como destruigidad. Parter	and the remaining the contract of the state	e Cys. Colonous o con esta estadorira Welleria e Velleria	THE PARTY OF THE P	1.10	p. 200 200 200 200 aug niversity and a second contractive of the secon
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

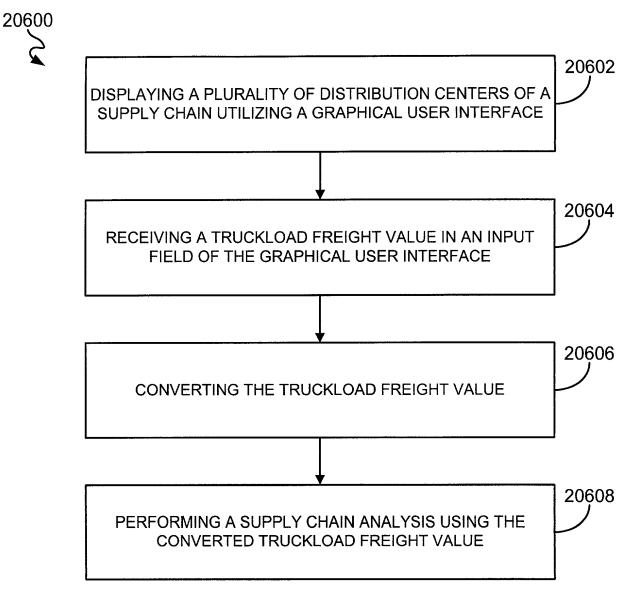


FIG. 206

Analysis Region	Force FOB	
MCCABE-PORTLAND/RMV-ANCHORAGE	🔘 Yes 🔾 No	
		,
	And the second s	- 4
Distribution Center Name	Site Role	
MCCABE QUALITY FOODS PORTLAND	Corporate & FOB Point	
RESTAURANTS NVV-ANCHORAGE	Corporate & FOB Point	

FIG. 207

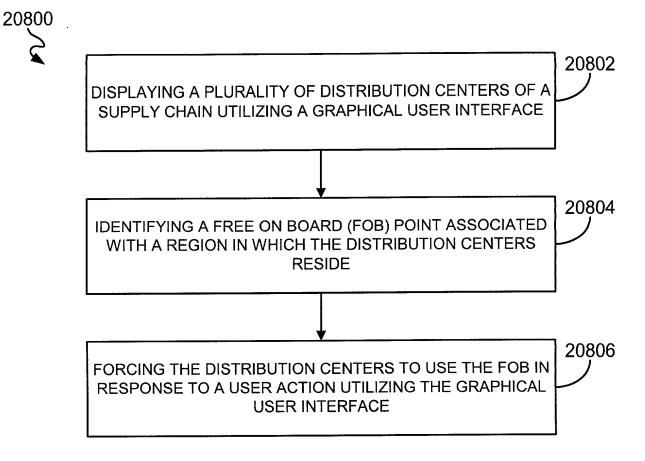


FIG. 208

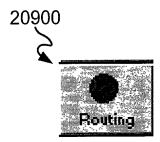


FIG. 209

Report Selection Report Type:		Report Name:	
Optimal Product Routing	1	Freight Information Provided	T
		Freight Information Provided	1
Report Parameters		LTL Routing Grid By Lane	
Supplier: (All)		Routing Results By Lane	
Supplier FOB: (All)		Routing Results By Lane, Item	
Distribution Center: (All)		Routing Results w/RDC Breakout By Lane	
Company (Comp		Routing Results w/RDC Breakout By Lane, Item	
The second second		TL Freight Variance Analysis	3
Version: Base	Version		

FIG. 210

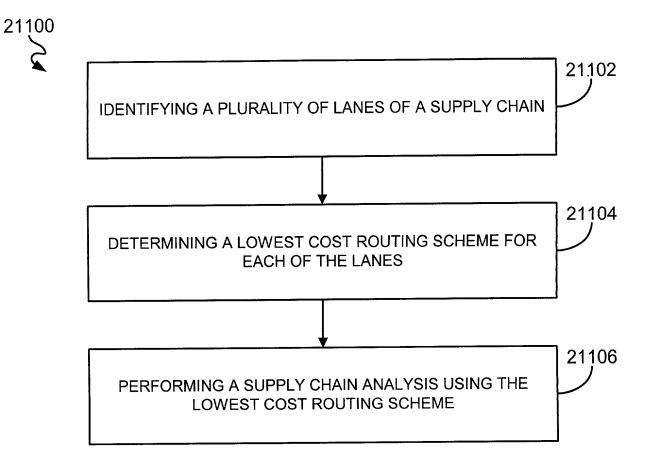


FIG. 211

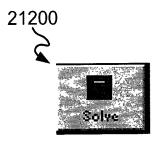


FIG. 212

2130	2	
Report Selection		100
Report Type:	Report Name	
Awarded Volume	Awarded Volume by Item - Detail	
Awarded Volume		
Comparison Reports	and the same of th	
Cost Matrix Preview		
Cost Matrix Preview Optimal Product Routing Tab Reports		≛
Tab Reports		
lab Reports		4
	ew Capacity & Prices	

FIG. 213

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type: Comparison Reports Report Name:

Assigned Volume Percentages (no conversion)

FIG. 216

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



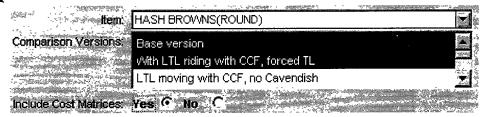


FIG. 218

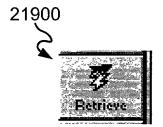


FIG. 219

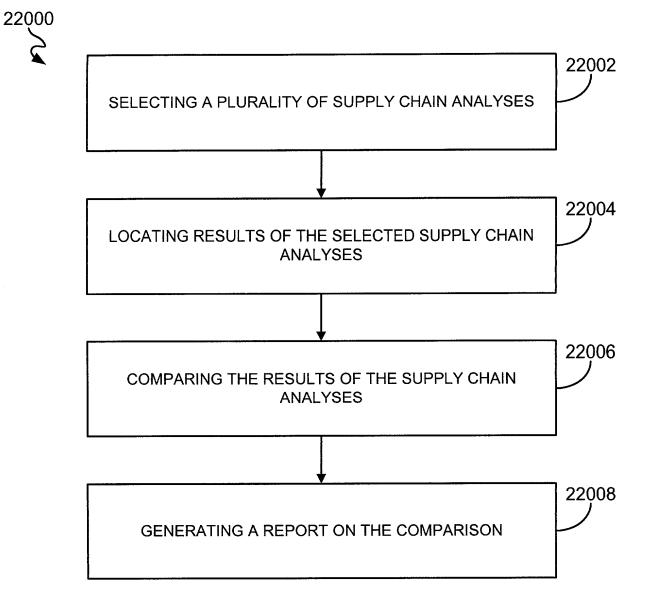


FIG. 220

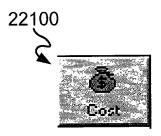


FIG. 221

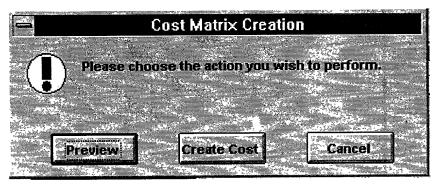


FIG. 222

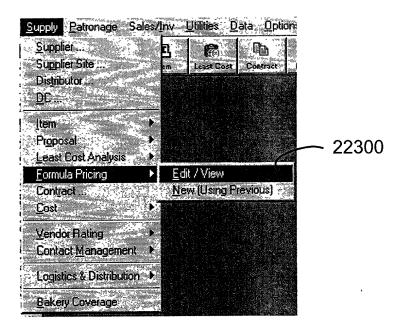


FIG. 223

Formula Pricing - BE	EF - 77% - 04	/06/98		Section Application Memory C. 199		ZIOX
General Info Pricing	Freight Form	nulas Blo	ock Cost /	kdjustments		
T		AF T			100 miles	
	Pricing ID:	1	2		2.7	A STATE OF THE STA
	Description:	Beef Pricin	g 04/06/01			-1-20 (4 . V
		DEEF - 779				
	Pricing Date:			03/23/04	To: [04/03/04	
	ix Begin Date:		End Date:	03/28/01		
FOB Adjustn	nent Amount:	0.0000			4	
The second second						in the second
Fault/2004/1						and the state of t
And the second s					200	

FIG. 224



eneral Info	Pricing	Freight	Formulas	Block Co	st j Adju	stments		78.5				
Date	FRSH DOM 50% TRIM	FRSH BOM 65% TRIM	FRSH DOM 73% I TRIM	FRSH IOM 76% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH BOM 90% LEAN YW	DOM 90%	IMP AUS 80% LEAN	Lean Fine Tx Beef
3/23/98	0 8800	0 9100	0.9052	0 9300	0.9318	0 9900	0 9900	0.9950	1 0000	0 9500	0 9500	0.79
3/24/98	0.8800	0.9100	0,9149	0 9400	0.9224	0 9800	1.0000	1,0500	1 1000	0 9400	0 9600	0.84
3/25/98	0 8800	0 9150	0,8857	0 9100	0.9224	0 9800	1 1000	1:1500	1 2000	0 9500	0 9300	0.92
3/26/98	0 8850	0 9155	0.8945	0 9190	0.9275	0 9855	1 2000	1.2500	1 3000	0 9600	0 9500	1,00
3/27/98	0 8900	0 9200	0.9344	0 9600	0.9275	0 9855	1 0000	1.0500	1 1000	0 9550	0 9800	0.84
3/30/98	0 8800	0 9300	0.9441	0 9700	0.9318	0 9900	0 9995	0.9998	1 0000	0 9870	0 9650	0.79
3/31/98	0 8860	0 9160	0.9539	0 9800	0.9412	1 0000	1 1000	1.1250	1 1500	0 9550	0 9870	0.90
4/01/98	0 8700	0 9200	0.9393	0 9650	0.9224	0 9800	1 2000	1,2308	1 2600	0 9630	0 9630	0.90
4/02/98	0 8500	0.9400	0.9490	0 9750	0.9318	0 9900	1 0000	1.0250	1.0500	0 9540	0 9870	0.82
4/03/98	0 8515	0 9700	0,9539	0.9800	0.9412	1 0000	1 1000	1.0750	1 0500	0 9580	0 9870	0.86
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1,0950	1.1210	0.9572	0.9659	0.87

FIG. 225

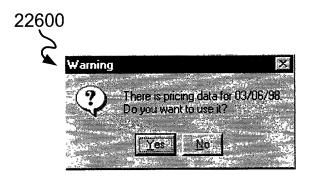


FIG. 226

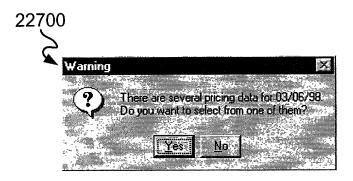


FIG. 227

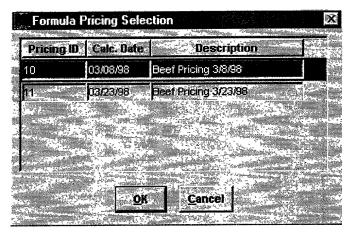


FIG. 228

Formula Pricing - BEEF - 77% - 04/06/98	AND THE PARTY OF T	
General Info (a) Pricing Freight Formulas (c)	Block Cost Adjustments	
Supplier FOB	Addre	S
AMERICAN FOOD SERVICE	King of Prussia, PA 19406	
DIVERSITY FOOD PROCESSING-VIRGINIA GOOD SERVINGS PRODUCTS-NIH	Petersburg, VA 23805 Manchester, NH 03108	(1.650) 1.050
Material Type	Freight Amt	
Fresh Domestic 50% Trim	0.0450	and the second second
Fresh Domestic 65% Trim		$g \succeq \mathbf{n}(x, x, x, y)$
Fresh Comestic 73% Trim	0.0000	
Fresh Domestic 75% Trim	0.0000	
Fresh Domestic 80% Lean	0.0000	
Fresh Domestic 85% Lean	0.0000	The second of
Fresh Domestic 90% Lean	0.0400	
Fresh Domestic 90% Lean-Blue	0.0000	
Fresh Domestic 90% Lean-Yellow	0.0000	7. A. T.
Frozen Domestic 90% Lean	0.0000	
Imported Australia 90% Lean	0.0150	

FIG. 229

Cost Pct Cost Pct Cost 98 0 0 2 134 0 4000 0 3324 0 1000 0 0331 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
on 02190 n320n n3339 + 12
30 0.1972 0.3600 0.3549 0.1400 0.1303 0.1
79 0.2386 0.1050 0.0958 0. 5
50 0.1951 0.3850 0.3571 0.1350 0.1236 0. 3
10 0.3802 0.2500 0.2452 0.1000 0.0896 6. 5
50 0.1969 0.3650 0.3608 0.1350 0.1230 0. 5
75 0.5165 0.1000 0.0988 0.1000 0.0890 1.4
4.77

FIG. 230

neral info	Pricing Freight	Formulas	Block Cost	Adjustment	S-1			1,7
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	e areas	223
AFS-1	0.9840	0.99	\$0,9990	0.1232	\$1.1222	V		425
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1,1792	✓		
GS-1	0.9866	0.98	\$1,0037	0.1287	\$1.1324	ਂ⊽	757	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓		
SER-1	0.9684	0,99	\$0.9831	0.1325	\$1.1156	V		
TEX-1	0.9916	0.99	\$1,0067	0.1232	\$1,1299	✓		
WHI-1	0.9765	0.98	\$0,9939		\$1.1214	区		
WIS-1	1,0018	0.98	\$1.0202	0.1334	\$1.1536	V		
and an			territoria.					
44					1.0			
					Automorphic Commission			
		* ^ _ 发						
	-248: T	725						
						15 (op.	i.,	
							77	

FIG. 231



Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price	F9 (1)
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222	
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292	
GS-1	0.9866	0.9830	1.0037	0.1287	0:0000	1.1324	
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1,1178	A Park
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156	LANCE TO
EX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1:1299	ting a second
Amount	4	STANDAY.	Ad	justment C)esc		
** years	Upcharge	mana mana mana mana mana mana mana mana					
257		4454V	3-712-v	16.	5-8-2-3	- WAS 71 -	
			9.46		× #	Land Control	500000
							100 4 2 4 2 5 2
						ni de la companya de	ned.
	4. 7		10.00			100	

FIG. 232

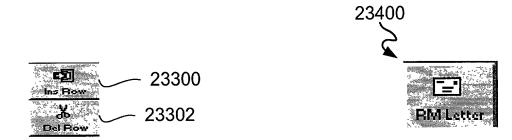


FIG. 233

FIG. 234



Formula ID Facility	Desc	ription	Short Hame	
5 AMERICAN FOOD SERVICE	American Food S	Service Formula A	AFS-1	
7 DIVERSITY FOOD PROCESSING - VIRG	DIV Formula - 1b		DIV-1	
8 GOOD SERVINGS PRODUCTS - NH	Good Servings F	ormula 1	GS-1	
Number of Rows: 14				
Material Type		Begin Date	Percentage	
Fresh Domestic 50% Trim	And the second section of the second	10/03/1997	31.2000%	
Fresh Domestic 73% Trim		10/01/1996	20.0000%	
Fresh Domestic 85% Lean		10/01/1997	5.0000%	
Fresh Domestic 90% Lean		10/01/1997	18.8000%	
Number of Rows: 6			100.0000%	

FIG. 235

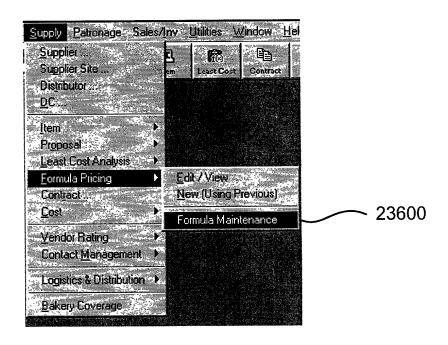


FIG. 236